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JUNE 1958



**Equipment
Selection
Guide**
p. 36

**DA's 1958 Handling
Show in Print**
p. 40

Annual EQUIPMENT REVIEW

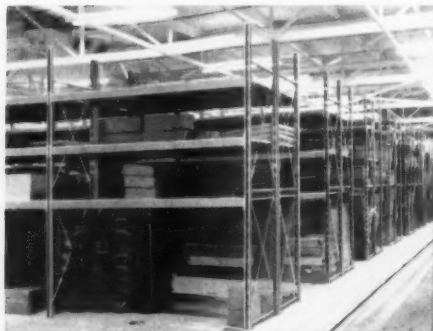
DA INDUSTRIAL TRUCK SPECIFICATIONS PAGE 67

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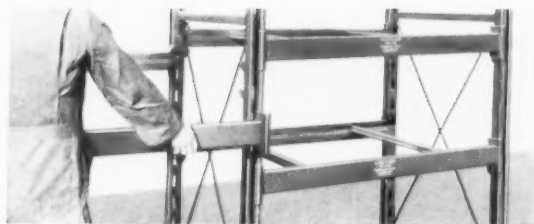
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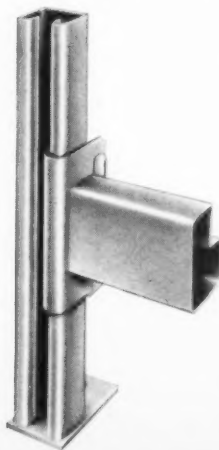
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JUNE 1958

1

In-the-Floor Plan

for low-cost warehousing and freight handling

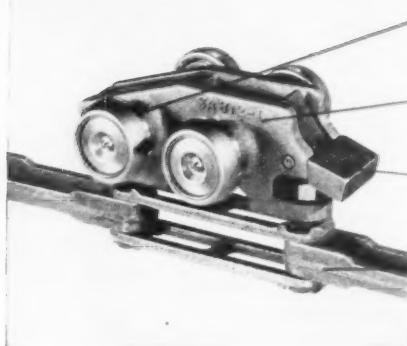


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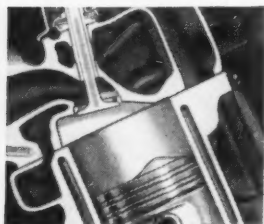
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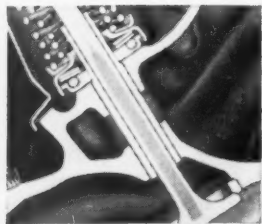
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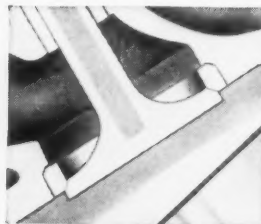
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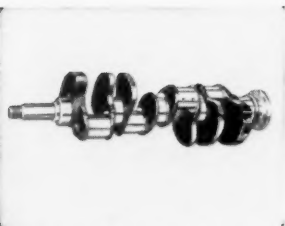
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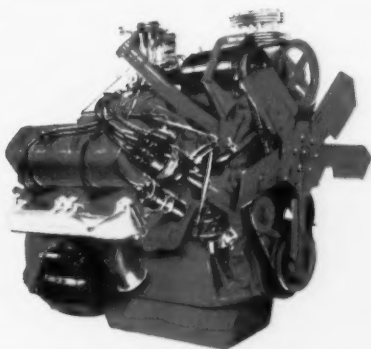
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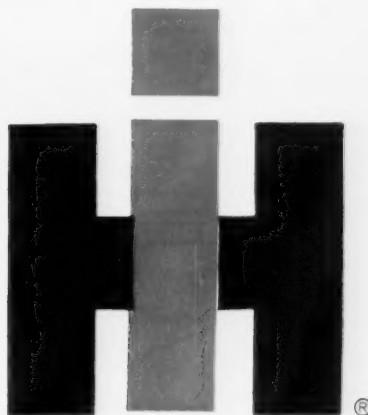
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Leaves	Arrives
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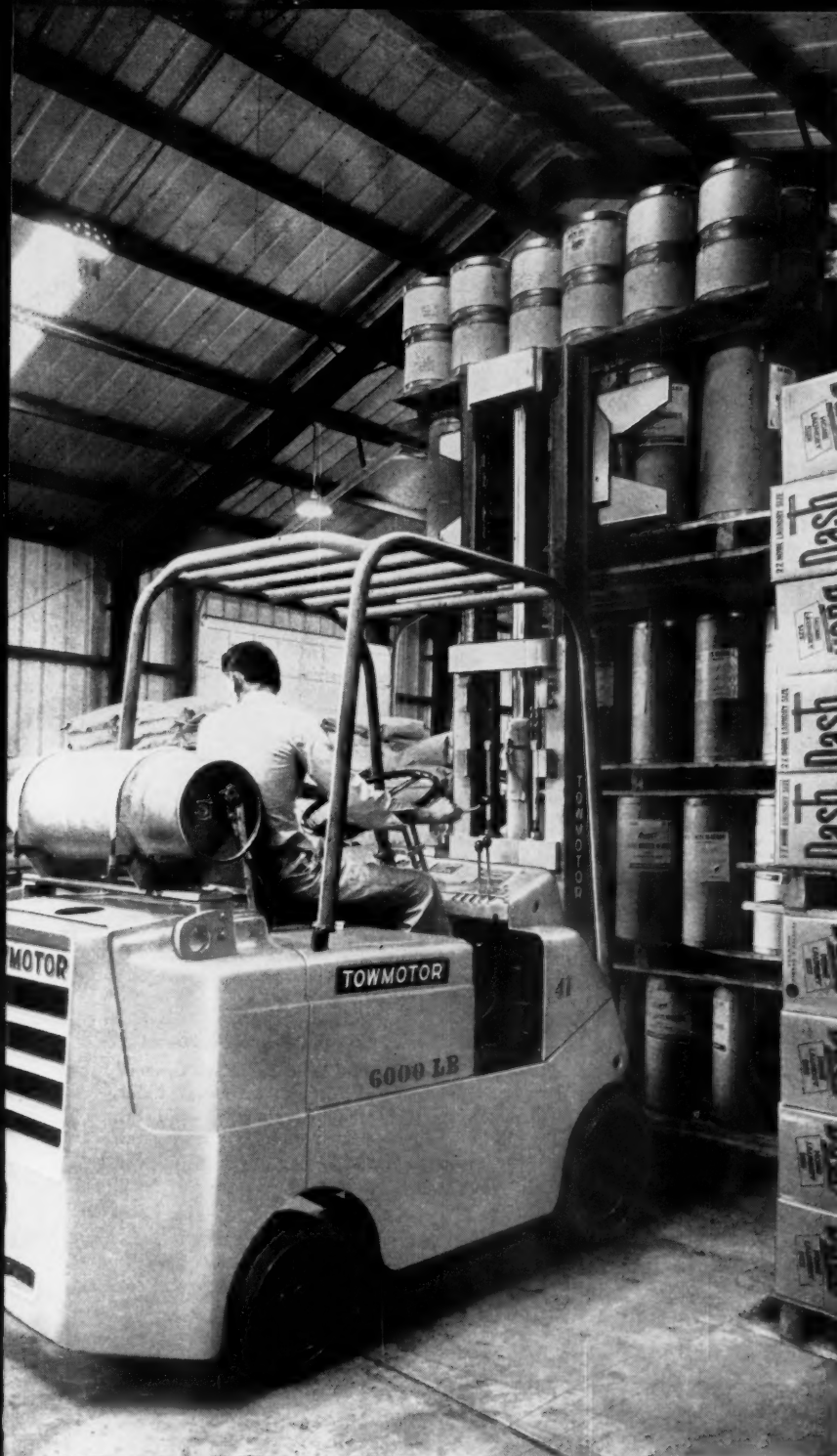
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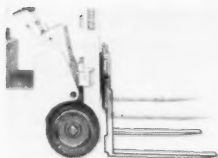
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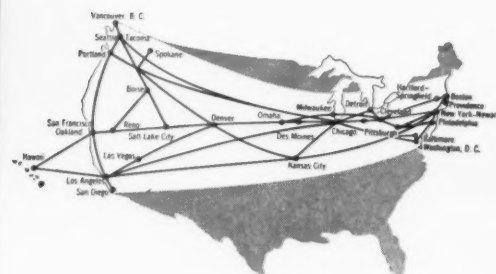
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NEWS

Baker Delivers Lecture, Receives Salzberg Award

In a forecast of future trends in transportation, Dr. George P. Baker, who delivered the 10th Harry E. Salzberg Lecture at Syracuse University April 21, said that a strong private enterprise transport system for 1968 "will require that we not slip off the runway into government ownership nationally as we have been doing locally."

Professor of transportation at Harvard University, and president of the Transportation Association of America, Dr. Baker stated that the bright future of transportation also is dependent on "a viewpoint that is not isolationist between forms of transport" and "imagination and courage in management."

Following the lecture, Dr. Baker was awarded the Harry E. Salzberg medal for "distinguished contributions in transportation."

To commemorate the tenth anniversary of the Salzberg Lecture and the Syracuse Transportation Conference which precedes it, past Salzberg lecturers, all experts in some area of transportation, returned to Syracuse to participate in this year's conference program.

—DA—

Air Traffic at All-Time High

James T. Pyle, administrator of Civil Aeronautics, last month announced that U. S. air traffic "reached new all-time levels of activity during 1957." Aircraft operations at airports having CAA airport traffic control towers numbered 25,151,000 last year. This represents a 14 per cent increase over landings and take-offs in 1956.

Burten Elected Chairman of TOC at Spring Meeting; Workshops Held by ATA Group

Saul Burten, of Branch Motor Express Co., Allentown, Pa., was elected chairman of The Operations Council of the American Trucking Association, Inc., at its Spring Meeting in New Orleans.

The new first vice chairman is C. H. Wells, of McLean Trucking Co. M. S. Lee, of Lee Way Motor Freight, Inc., is second vice chairman; G. G. Harney, New England Transportation Co., third vice chairman; and F. T. Stroud, Mercury Motor Express, treasurer.

—DA—

Traffic Seminar Announced

The American Management Association has announced an advanced workshop dealing with "Administration of the Traffic, Warehousing, and Distribution Functions." The Seminar is scheduled for June 16-18, at the Hotel Astor, in New York. Only traffic and warehouse managers are eligible to attend, and registration will be limited in numbers. Information can be obtained by writing the Association, at 1515 Broadway, New York.

Honorary NDTA Member



Maj. Gen. Frank S. Besson Jr. (left), new U. S. Army chief of transportation, was recently made an honorary life member of the National Defense Transportation Assn. Clark Hungerford, chairman of the NDTA Board, made the presentation

About 250 trucking industry executives took part in the five-day workshop meeting, which was set up to deal with four important areas of motor carrier management.

Carried on as informal discussions, the workshop sessions covered greater efficiency in handling small shipments, use of mobile radio, city pickup and delivery, and interchange of information within the company.

Among the featured speakers at the TOC meeting were: John A. Patton, Chicago management consultant; State Senator Robert A. Ainsworth, of Louisiana; Burr W. Hupp, of Drake, Startzman, Sheahan and Barclay, New York distribution and handling consultants; Walter K. Cabot, GTM, Johnson and Johnson; Guy W. Rutland, Jr., president of ATA; and E. H. Qualls, assistant director, Bureau of Motor Carriers, ICC.

—DA—

Sen. George A. Smathers has introduced a bill to amend the Interstate Commerce Act. For details see: "Smathers Unit Sounds Railroad SOS," on Page 59.

(Please Turn Page)

Chuting the News . . .

(Continued from Preceding Page)

Highway Users Conference Warned of Rise In Taxes if Road Funds Used to Make Work

"Highway users should not and cannot take on more taxes," William S. Richardson, chairman of the National Highway Users Conference, Inc., stated in his keynote address at the group's National Highway Users Conference.

Richardson, who is also a director of the B. F. Goodrich Co., warned that the recently signed Federal highway bill may be setting the stage for such a rise in user taxes.

Discussing this legislation, the speaker said, "This bill has been called an 'anti-recession' measure. Highway users went along with a program two years ago on the basis of need. They had no notion that, in so short a time, they would be asked to pay for a 'make-work' program—or even a 'make-haste' program.

"The aspect of this bill which seems to fall into this category, and to which President Eisenhower objected, is the feature which provides for \$400 million for ABD roads to be spent within a year's time."

The speaker asked why, if the stepped-up program is on the basis of curing the recession, "should highway users be saddled with the full financial load?" Since the Highway Trust Fund will probably not be able to support this one-year phase of the program, the speaker said, money is to be advanced from the general fund. These advances, along with interest, are to be repaid from future revenues derived from users.

Others taking part in the Seventh Highway Transportation Congress were Gov. Luther Hodges, of North Carolina; Gov. Harold W. Handley, of Indiana; Rep. Hale Boggs, of Louisiana; Bertram D. Tallamy, federal highway administrator; William F. Hufstader, vice president-distribution staff, General Motors Corp.; Arthur S. Genet, president, the Greyhound Corp.; Stanley C. Hope, a member of the Conference Board; L. S. Wescoat, executive committee chairman, Pure Oil Co.

Legislative Line-Up

Following is a brief summary of legislative items pending in Washington. The status reported is as of May 17.

ALASKA ROUTES—Bills to continue operation of the Alaska International Rail and Highway Commission were taken up again by House Interior Committee late in May. Senate bill to keep the Commission functioning is not up for early action.

FOREIGN FREIGHT FORWARDERS—House Merchant Marine subcommittee has finished hearings on HR 479 and other bills dealing with ocean freight forwarders. Subcommittee will consider these measures in closed session.

GOVERNMENT COMPETITION—Still in progress is a House Government Operations subcommittee staff study of HR 1975 and related bills. Measures would state federal policy concerning government competition with private business.

PER DIEM CHARGES—Senate Commerce subcommittee has before it S 3217, affecting penalty per diem rates on rail cars. Early activity on this measure is unlikely.

TAXES—Bills for transportation excise tax relief remain untouched by Senate Finance Committee and House Ways and Means Committee.

TERMINAL TRAFFIC—Report is being written by House Merchant Marine Committee on HR 2229. This measure would channel additional government freight through commercial marine terminals.

A national directors meeting of the American Material Handling Society will be conducted in Cleveland June 7-8.

Truck-Plane Freight Service



A new truck-plane service which cuts almost 24 hours off delivery time of New England products to the nation's market was started recently. Emery Air Freight Corp. is operating the forwarding service in the Bridgeport and Stamford, Conn., areas, linking late afternoon pickups with evening cargo flights out of New York. Among the first to use the service was Bassick Co. Bassick TM John Turnan (left) outlined his requirements for overnight delivery to the West Coast to Emery's Jim Glassford

ICC Proposes Several Changes In Safety Regulations

The Interstate Commerce Commission has issued notice of proposed changes of its Motor Carrier Safety Regulations. The changes include required and prohibited use of turn signals and sections relative to lighting equipment on substantially all types of commercial vehicles.

Changes would apply to vehicles manufactured 60 days after the effective date of the order and would apply to all vehicles 180 days after the effective date of the order.

On or before July 1, 1958, interested persons may submit written statements containing data, views and arguments and the Commission may consider proposed amendments.

A program designed to reduce costs as much as \$10 million a year is about to be tested by the Air Materiel Command. It calls for the use of two-way radios to dispatch materials handling equipment at AMC depots and other areas.

Perfect Shipping Panel Members



Over-marking of shipping cartons was discussed by a panel at the Perfect Shipping Month celebration in Dayton, Ohio. Participants were (left to right) Frank Hofmeier, Wilson Freight Forwarding; Joseph Sutter, Flying Tiger Line, Inc.; L. D. Johnson, Railway Express Agency; G. T. Steele, New York Central Railroad; and V. C. Messer, assistant traffic manager, Frigidaire Div. The program was sponsored by the Miami Valley Traffic Club, the Dayton Area Chamber of Commerce, and the Dayton Motor Freight Carriers Assn.

Barge, Towing Vessel Industry 'Threatened by Legislation'

"The barge and towing vessel industry is seriously threatened by legislative proposals that would destroy the competitive ability of barge transportation and block the industry's recovery from the economic setbacks of the recession," according to Braxton B. Carr, president of The American Waterways Operators, Inc.

He told delegates to the 45th annual convention of the Rivers and Harbors Congress in Washington last month that the long-range prospects for the barge and towing vessel industry are represented in the single word "growth," with these reservations:

1. Provided individual segments of the industry survive the present business recession in relatively good shape;
2. Provided efforts to hamstring barge transportation by the imposition of waterways user charges are defeated;
3. Provided the proposal currently pending in Congress which would tend to return the railroads to a position of monopoly is defeated.

The annual Club Publication Contest of The Associated Traffic Clubs of America is now underway. Entries must be mailed by August 15 to T. H. Desnoyers, c/o Railway Freight Traffic, 79 W. Monroe St., Chicago 3, Ill.

Safety Award Winners Named

Mason and Dixon Lines, Inc., of Kingsport, Tenn., Ruan Transport Corp., of Des Moines, Ia., and the Pennsylvania Motor Truck Association shared top honors in this year's ATA Truck Safety Contest.

The Tennessee motor carrier captured first place in two categories of the competition. One category is for general commodities carriers operating more than 20 million miles in both local and over-the-road service, the other for the same type of carrier operating more than 20 million miles in over-the-road service alone.

A special award went to Joseph T. Jenkins, director of safety for Mason and Dixon Lines, as the individual responsible for the safety program of the winning carrier. This award is presented each year by the Electric Autolite Co.

The ATA President's Trophy, awarded to the carrier with the most outstanding overall safety program, including activities in general safety promotion not directly related to the operation of a trucking company, went to Ruan Transport Corp. This award is sponsored by Trailmobile, Inc.

First place in the state association division went to the Pennsylvania Motor Truck Association.

(Please Turn Page)

Prizes Awarded in Sales Contest



Ringsby Truck Lines, Inc., recently completed its company-wide sales promotion program aimed at making every employe a salesman. Executives preparing the awards for winners are (left to right) Gail H. Crawford, executive vice president and general manager; Wallace C. Taylor, director of personnel and safety; Ray A. Petersen, vice president-sales and traffic; J. W. Ringsby, president; and Merrill Judd, contest director. Jack J. Thoma, pickup and delivery driver from Casper, Wyoming, won first prize

Chuting the News . . .

(Continued from Preceding Page)

Association of ICC Practitioners Conducts 29th Annual Meeting in Washington; Elects W. L. Travis

W. L. Travis was elected president of the Association of Interstate Commerce Commission Practitioners at that group's 29th Annual Meeting in Washington last month. Travis is assistant manager of the Traffic Division of Atlantic Refining Co.'s Transportation Department. He succeeds John F. Donelan, a Washington attorney.

The program included addresses by a number of commissioners and former commissioners, panel discussions, and considerable floor discussions. Commissioners and former commissioners, present included: Freas, Minor, Mitchell, Winchell, Arpaia, Murphy, Goff, Aitchison, Johnson, Mahaffie, Clarke and Knudson.

Topic of special interest was the American Bar Association's proposed "Federal Administrative Practice Reorganization Act of 1957." The Act, which is now pending before both houses of Congress, drew criticism because it would "put an end to the Commission's present codes of ethics for practitioners."

Regional vice presidents elected were: Frank W. Hashek, District 9; R. E. Webb, District 7; L. C. Davidson, District 11; Herman Matthei, District 1; William J. Hickey, District 3; W. L. Murph, Jr., District 5; P. E. Running, District 15, and Lowe P. Siddons, District 13.

Ford K. Edwards and David G. MacDonald were re-elected secretary and treasurer, respectively. Mrs. Mary Louise Urmey was appointed executive secretary. She succeeds Mrs. Sarah McDonough, who served in that capacity for many years.

The New York-New Jersey Committee for a Self-Supporting Seaway appeared recently before Congress to oppose operation of the Seaway by the U. S. Army Engineers. The group told the House Appropriations Committee that Army operation of the Seaway would be tax supported.

Fibre Box Production Reported Slightly Off

Average weekly production of corrugated and solid fibre boxes during the first quarter of 1958 were 1.728 billion sq ft, down 6 per cent from the same period in 1947. Philipp L. Brockington, assistant statistician, Fibre Box Association, reported this fact to members of the Association's Annual Spring Meeting in Chicago last month.

Final figures on 1957 production, show the second largest year in history with 97.2 billion sq ft being shipped as compared with 97.6 billion sq ft in 1956—a decline of one half of one per cent. Container-board consumption by box plants decreased less than one per cent, 7.1 million tons being used in 1957 and 7.2 million tons in 1956.

Brockington distributed the 1957 Statistical Handbook which contains charts and figures on production, raw materials, inventories and price trends for the past 35 years. He stated that per capita consumption of corrugated and solid fibre boxes had increased from 87 sq ft in 1923 to 568 sq ft in 1958.

(Please Turn to Page 16)

Tank Truck Carriers Meet

Lester A. Wilsey, president of Indianhead Truck Line, has been elected president of the National Tank Truck Carriers, Inc., of the ATA. Wilsey was elected at the group's Annual Meeting in Florida last month.

Other officers named were: L. A. Odom, Associated Petroleum Carriers, first vice president; W. E. Johnson, central vice president; W. G. Lyster, western vice president; W. L. Lemmon, treasurer, and C. A. Sutherland, secretary. Sutherland also is NTTC managing director.

Transportation Club Plans Meeting



Officers of the Transportation Club of the Petroleum Industry met recently in Cleveland to plan the Club's annual meeting scheduled for Chicago in November. Shown here (front row, left to right) are Paul Bond, Pure Oil Co.; Gerald Phelps, of Dow, Lohnes and Albertson; R. R. Hooper, transportation consultant; C. H. Wager, Shell Oil Co.; W. D. Ohle, Sinclair Refining Co.; (second row) J. M. Whelan, American Oil Co.; Clyde Dowd, Tidewater Oil Co.; W. M. Johnson, Gulf Oil Corp.; R. A. Appleman, Esso Standard Oil Co.; A. G. Anderson, Socony Mobil Co.; A. R. Smith, Tidewater Oil Co., and Harold Brown, Socony Mobil.

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*Daily consistent service on your small shipments between
more than 20,000 industrial and commercial markets.*



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**FREE DELIVERY AT
DESTINATION**

**FREE PICK-UP
ON ANY SIZE SHIPMENT**

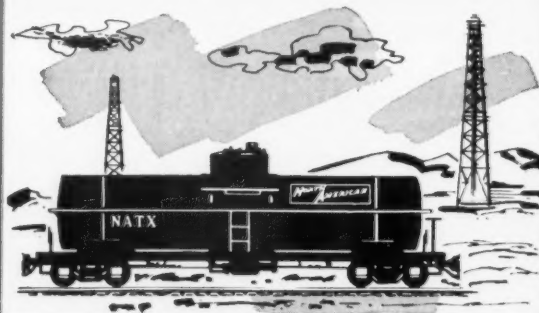


SPECTOR FREIGHT SYSTEM, INC., 3100 South Wolcott Avenue, Chicago 8

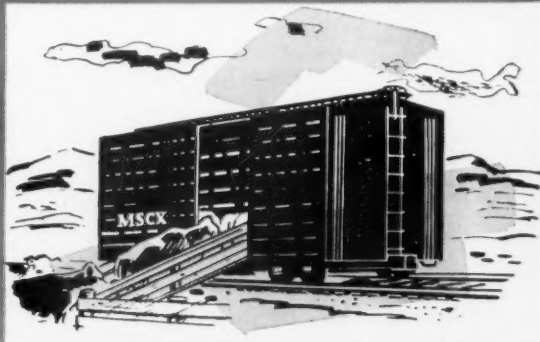
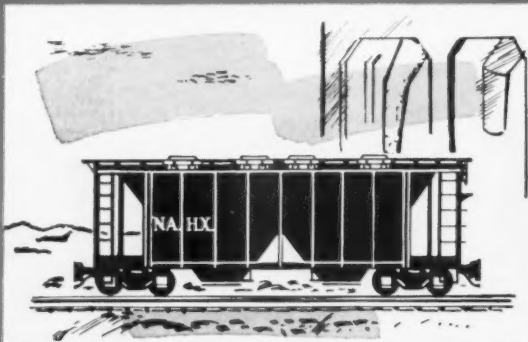
JUNE 1958

13

What's
YOUR
product?

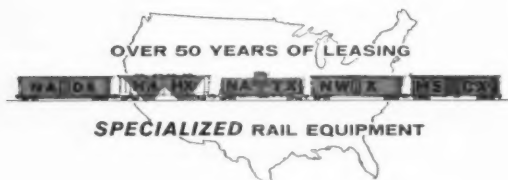


It'll travel safe
in a
**NORTH
AMERICAN**
car!



Perhaps your commodity is a liquid . . . chemical, wine, or petroleum. Maybe it's a perishable . . . meat, eggs or butter. Or it could be livestock, a manufactured product, or one of a thousand different commodities used by Americans.

The point is: There's a North American specialized freight car for practically any product you may name. What's more, North American applies 50 years of car leasing experience to your particular shipping problem. We welcome your inquiry.



NORTH AMERICAN CAR CORPORATION

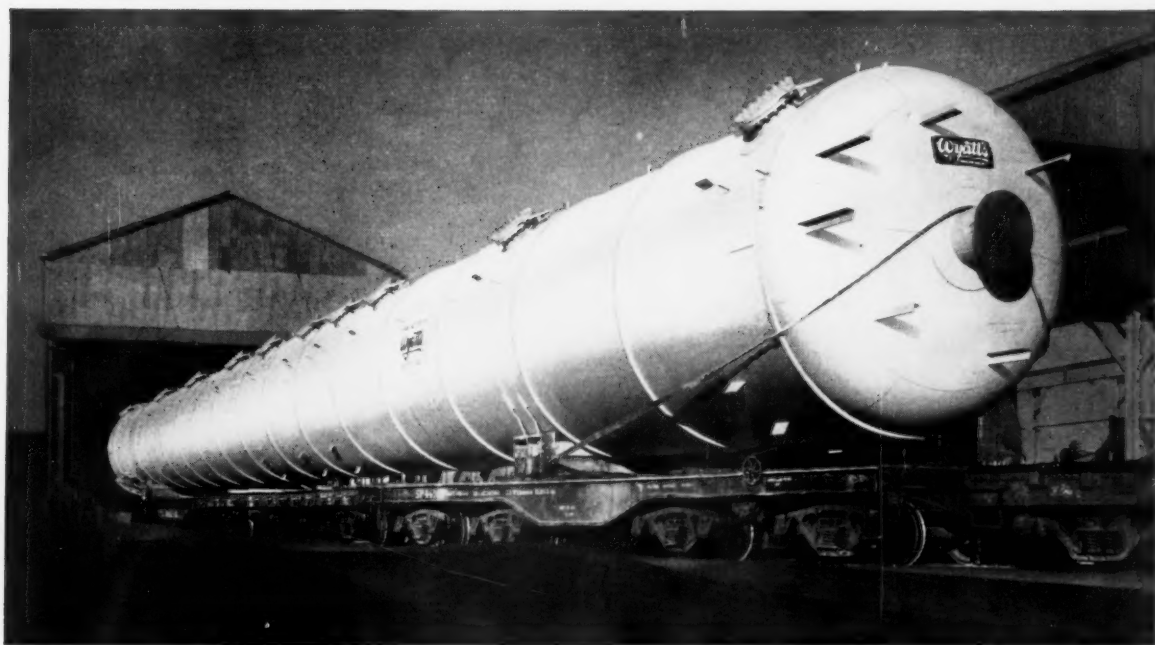
**NORTH WESTERN REFRIGERATOR LINE COMPANY
MATHERS HUMANE STOCK TRANSPORTATION COMPANY**

231 South LaSalle Street, Chicago 4, Illinois

A NATIONWIDE ORGANIZATION WITH BRANCH OFFICES IN IMPORTANT MARKET CENTERS

DALLAS • FOND DU LAC • ST. PAUL • ST. LOUIS • TULSA • SAN FRANCISCO • NEW YORK

S. P. MOVES LONGEST ONE-PIECE FREIGHT LOAD THAT EVER RODE A U. S. TRAIN



The gigantic load was a fractionating tower, a rigid cylindrical steel tank 208½ feet long—more than four times the length of an ordinary flatcar. Early this year it rode 144 miles from Houston, Texas, to Lake Charles, Louisiana. And it rode Southern Pacific.

It was designed and erected by Tellepsen Petro-Chem Constructors, and fabricated by Wyatt Metal & Boiler works—for Cities Service Refining Corporation.

S. P. met this outsize challenge by loading the tower on six flatcars. The weight was supported by two 400,000-pound-capacity cars, with two "idler" (non-weight-carrying) cars between them and a

single "idler" at each end. This made it possible for the tower to negotiate curves.

Special planning and supervision were required to move so colossal a shipment without a hitch. But size of the freight does not alter the character of S. P. service. Imagination and planning, a wide-awakeness to shipper's needs, preparedness to meet them, skill and caution—all these go into the bargain on every S. P. job.

Southern Pacific

serving the West and Southwest with

TRAINS • TRUCKS • PIGGYBACK • PIPELINES

Membership Meeting of the MHI



The Spring Membership Meeting of The Material Handling Institute, Inc., was held recently in Cleveland. The opening session was addressed by R. L. Fairbank, president of the Institute

Chuting the News . . .

(Continued from Preceding Page)

News Briefs

Fishy-back service was officially inaugurated in Los Angeles recently when trailers from Alaska were unloaded at the Municipal Harbor. The trailers were carried on one of 17 tug-towed barges operated by Alaska Freight Lines. Signal Trucking Service Ltd. operates the tractors which haul the trailers inland.

Link-Belt Speeder Corp. will begin construction soon on a new plant at Woodstock, Ontario, Canada.

Consolidated Freightways, Inc., has established its new Eastern Region Headquarters in Indianapolis, Ind., at 4435 N. Keystone St.

The volume of intercity general freight hauled by truck was off 7.6 per cent in March from the total for March, 1957. On the other hand, the American Trucking Associations, Inc., reported, it was up 6.6 per cent over February.

Erickson Power Lift Trucks, Inc., has been admitted to membership in The Material Handling Institute, Inc.

College scholarships of \$500 were awarded recently to 24 future teachers by Consolidated Freightways, Inc. The scholarships were given to high school seniors planning to prepare for the teaching profession.

A new type of highway equipment—two power units that may be coupled together for over-the-road operation—has been placed in service by Powell Brothers Truck Lines, Inc., Springfield, Mo.

The Yale and Towne Mfg. Co. has announced the perfection of a supercharged hydraulic oil system for lift trucks to eliminate surging in the hydraulic tank and the danger of air bubbles forming in the lines and pump.

Eastern Traffic Managers Discuss Shipper-Carrier Unit

The Eastern Industrial Traffic League, meeting in Baltimore late in April, discussed formation of a shipper-motor carrier organization. It is expected that an open forum meeting will be called early this fall to study the proposal. Walter K. Cabot, chairman of the League's study committee, said that letters will be sent to other organizations, urging them to attend such a meeting. Earlier this year a mail vote of League membership had established groundwork for the formation of an association.

It also was announced that a joint subcommittee has been appointed by the League and the Middle Atlantic Conference. The committee will consider and make recommendations in connection with promoting the movement of goods on pallets and in containers.

"Transportation Protects the Nation," was the slogan for this year's observance of National Defense Transportation Day, May 16. Local chapters of the National Defense Transportation Association held banquets, public exhibits, parades, and demonstrations of equipment during the celebration.

Club Briefs

A film on air cargo operations produced by United Air Lines, was shown at a recent meeting of the Los Angeles Transportation Club.

The Women's Calumet Traffic Assn. recently heard Louis J. Wrona, Grace Steamship Co., speak and show slides on the Caribbean countries and Mexico.

The Women's Traffic Club of Philadelphia heard Mr. E. Albert Owens, Dean of the Academy of Advanced Traffic, speak at the May 13 meeting.

Society of Industrial Packaging and Materials Handling Engineers, Eastern Div., held its Traffic Forum on May 12.

A folder which gave special recognition to trucks—and the trucking industry was prepared by the Traffic Club of Syracuse for National Transportation Week.

The Narragansett Chapter, American Material Handling Society, Inc., toured the First National Warehouse, New England's largest grocery supply warehouse on May 19.

The Women's Traffic Club of New York, Inc., elected Miss Evelyn Tiepner, president, at a dinner meeting of the organization at the Park Sheraton Hotel.

A panel discussion on Vendor Problems highlighted the May 16 meeting of the Philadelphia Chapter, American Material Handling Society.

Society of Industrial Packaging and Materials Handling Engineers, Southern California Div., held its Dinner Meeting, May 5.

The Traffic Club of Philadelphia held its annual Spring Outing at the Manufacturers Golf and Country Club on May 20.

Port of Philadelphia Maritime Society sponsored a Delaware River Port Cruise in observance of National Maritime Day, May 22.

(Please Turn to Page 84)

Women's Club Elects Officers



Newly elected officers of the Women's Traffic Club of San Francisco are (left to right) Betty Pearson, Owens Illinois Glass Co., secretary; Mary Lou Nummer, B. R. Garcia Traffic Service, treasurer; Virginia Colombo, Lyon Van and Storage Co., president; Gertrude Pohndorf, Western Pacific Railroad Co., vice president; and Anita L. Pruett, Pacific Southcoast Freight Bureau, chairman of the Board



Photo courtesy of Cities Service Oil Company (Delaware)

Now! Stack 30% higher...load into boxcars too!

The Clarklift fork trucks pictured above are demonstrating a new *dual* function. They stack 30% higher than equipment of similar, retracted mast height . . . can *also* drive through low boxcar doors and other tight clearances. It's made possible by Clark's new *Triple Stage Upright*.

Actually, it means you're getting two machines in one. You are able to take better advantage of the *full* height of your warehouse . . . yet, use the *same* fork truck for loading rail cars or highway

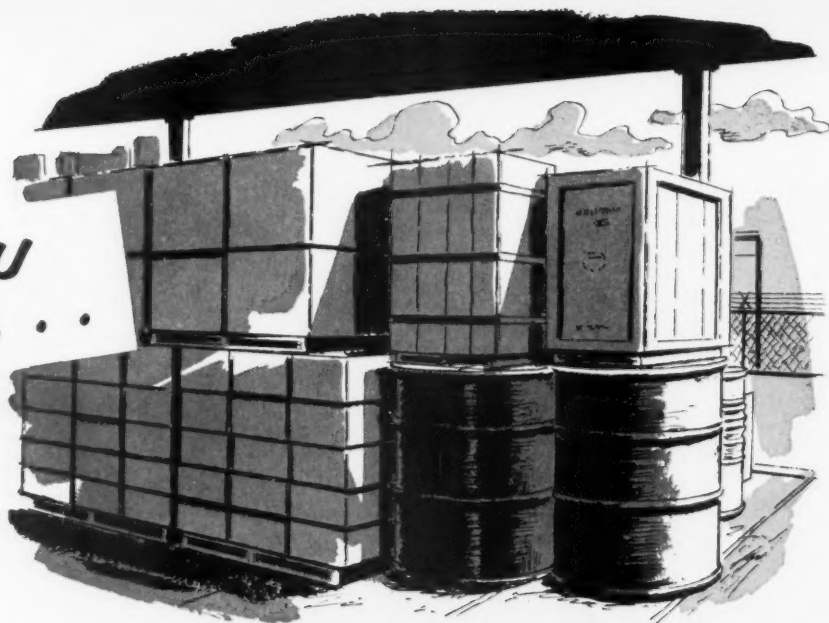
trucks, low-door elevators, etc. The Triple Stage Upright enables your equipment to *work full time*, and on many *varied jobs* with no stacking height loss, no clearance problems, *no work stoppages*.

A specification sheet showing complete details is available on request. Simply write: Triple Stage Upright, Clark Equipment Company, Battle Creek, Michigan.

**CLARK®
EQUIPMENT**

CLARKLIFT is a trademark of Clark Equipment Company

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See It . . .*

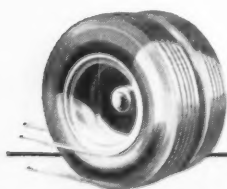


*Now
You Don't*



Speedy service is only one of the many advantages of motor transport — only one of the reasons why trucks move three out of every four tons in industry, agriculture and commerce in America. . . . Other important advantages: motor transport is flexible, covers out-of-the-way places with the same dispatch it serves cities and towns; it

provides an easier ride, thus is kinder to cargoes; its constant, continuous performance makes it possible to maintain a smooth, even flow of goods and thus eliminate the need for maintaining large inventories. . . . The steady, substantial growth of the motor transport industry is a measure of the vital importance of trucks to all America.



THE WHEELS THAT GO EVERYWHERE

AMERICAN TRUCKING INDUSTRY

American Trucking Associations, Inc., Washington 6, D. C.





*He could sell by the
carload in Cleveland—*

*in Memphis
his magic
missed!*

Memphis was a soft-spot in the sales of this manufacturer's underarm deodorants. Yet Memphis is a better year-round deodorant market than Cleveland. So what was more logical, thought the general sales-manager, than transferring Dick Starkler, with his fabulous Cleveland record, to Memphis—?

Dick wasn't eager. It meant a shift for his whole family. It meant selling his home. Finding a new one. Dislocations for the kids, too—switching from one school to another in mid-term.

Dick moved. Not eagerly... but he moved. And right there the disappointments began. Dick's record in the Memphis territory was far below his stellar Cleveland performance. Far below his quota. Far below the potential of the market. It was almost as if he were another man...

The truth is—Dick *was* another man. He *was* having

difficulties in merging his family into the new community, in spite of the noted hospitality and progressiveness of Memphis. And he wasn't getting much help from his company. He was disappointed, disturbed, upset... and those things don't contribute to energetic, imaginative selling!

New Light on Transferring Business Brains

Greyvan—as a leader in the business of moving households effects for transplanted company personnel—has made the country's first Continuing Study of a real and vital problem: the Human side of personnel-moving.

THROUGH independent research organizations, and through the generous cooperation of leading businesses most experienced in moving their employees, we've found many answers to problems of loss of personnel in re-locating. Our initial findings are yours for the asking...and further data will be forthcoming soon.



LONG-DISTANCE MOVING & STORAGE

GREYVAN LINES



THE GREYHOUND MOVERS

General Office: 57 West Grand Avenue, Chicago 10

YOU BET!



MACK MODEL N's really move the goods!

Granted—the Mack Model N is a sweet looking job, a real prestige-booster for any outfit. But, like its famous conventional B Model brothers—the Mack Model N is the most rugged, reliable, economical performer in its field . . . a Mack from the word “Go!” Sure . . . Mack Model N's have—

the power to move more goods. Mack Model N's offer a spread of gasoline or Diesel powerplants up to 205 h.p.—more than enough to meet your every need for power and performance.

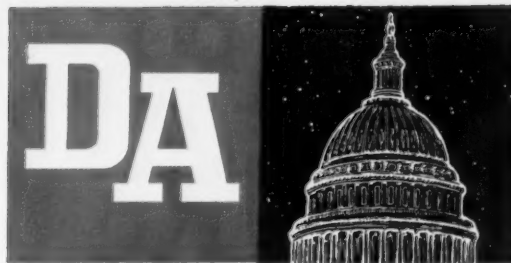
the stamina to move more goods. Macks are built to standards no other maker reaches. These husky haulers are famous for the greatest freedom from road stoppages and down time of any truck—anywhere.

the handling characteristics to move more goods. Model N's shorter length, air shift, air boosted hydraulic clutches, air brakes and option of power steering mean fatigue-free drivers who stay alert and efficient all day long.

If you're plagued by the three C's—costs, congestion and competition—then call your Mack branch or distributor and take a long look at powerful, dependable Mack Model N trucks and tractors. And include your best driver and ace mechanic, too! Mack Trucks, Inc., Plainfield, New Jersey. In Canada: Mack Trucks of Canada, Ltd.

MACK
first name for
TRUCKS

WASHINGTON



By Ray M. Stroupe, *Chilton Washington News Bureau*

BACKS ICC RIGHTS—Only the ICC should decide whether freight rates are unreasonable, American Trucking Assns. contends. ATA called on Congress to prevent the General Accounting Office from making such decisions on government traffic. The GAO sets off what it considers overcharges on one shipment against the charges on others, the ATA explains. The ATA would have these deductions halted unless rates exceed those filed with the ICC.

WOULD HALT LEVIES—An end to transportation excises is advocated in a new U. S. Chamber of Commerce policy statement. This position was adopted by the Chamber at its recent 46th Annual Meeting, in Washington. The businessmen's group also has come out for halting the exemption from ICC controls of transport commercially processed farm products. Upheld by the Chamber are present exemptions of unprocessed farm items.

FARM PRODUCT MOVERS—Economic regulation of farm commodity and fish carriers is urged again by the ICC. Chairman Freas warns a House Commerce subcommittee that exempt haulers get an unjust advantage over those who must publish rates and charges. The ICC favors enactment of H. R. 5823. This bill would put carriers of non-frozen farm products under economic control, except where carriage is from producing point to primary market.

TRIMS STORAGE USE—Commercial warehouses where national stockpile items are stored have been reduced to 83. This represents a cut of four warehouses in the latest half-year. However, these commercial facilities make up more than a third of the 218 locations now housing strategic and critical materials. Aside from the 83 warehouses, the government leases 10 commercial sites and one privately-owned tank facility in this program.

MERGER POLICY HIT—The Senate Small Business Committee sniped at the ICC handling of trucking merger applications. The ICC has lacked a "considered and consistent" policy toward mergers, a committee staff report alleges. The report charges that ICC "more readily" endorsed mergers of large carriers than of small ones. Accusations parallel those in a merger policy study made for the Committee in 1957.

CITES CARRIER DUTY—Carriers are reminded anew by ICC of their duty to serve shippers. Division 2 of the agency holds that labor interference consisting of a peaceful picket line is inadequate cause for failure to provide service. Transporters should be operative if interference is nonviolent, ICC maintains in Order 31944. The order relates to several western rail and motor cases in the pickup and delivery field.

WRITE PLANE RULES—Rules are being developed to aid in modernizing subsidized airlines. Civil Aeronautics Board is drawing up the rules in keeping with the new Public Law 373, 85th Congress. This law permits subsidized lines to keep their profits on sales of planes, if the money is spent for new aircraft within a reasonable time. The chief intended effect of P. L. 373 is to enable smaller firms to buy up-to-date equipment.

CHECK STORED ITEMS—Inventories have been taken at some 60 of 83 commercial warehouses storing national stockpile items. Contents of 15 warehouses operated by General Services Administration also have been surveyed or are being checked. Target date for finishing the inventory-taking is September 30. On completion, the government will have more accurate figures on much of the national stockpile, valued at \$5.7 billion.

SAFETY LAW PROPOSED—Legislation in the House Commerce Committee would authorize ICC inspection of rail trackage. All interstate rail common carriers would have to file with ICC their standards and instructions for inspection and repair. ICC would be empowered to examine tracks, bridges, and other structures for safety fitness and to require reports of compliance. Fines for noncompliance are prescribed.

REVISE MAIL SERVICE—Mail service by coordinated highway-rail means will start about July 1 between Detroit and Chicago. The Post Office Dept. will use the "Flexi-van" system put into freight service by the New York Central this year. Vans of mail, loaded aboard rail flat cars for the intercity haul, will be rejoined to highway power units at the end of the run. The department expects faster, better service with this system.

(Please Turn to Page 123)

DEPENDABLE PACKING

safe and
secure



"I could never pack so carefully."

Packing is an art that your Allied Mover has developed through years of experience. His special containers and padding materials assure the safest handling of your household goods. He's the No. 1 specialist in moving and storage, too!

FREE BOOKLET—Ask your Allied Mover for your copy of "Before You Move"—a booklet filled with tips on trouble-free moving. Look for his name in the Yellow Pages under "Movers."



CALL YOUR ALLIED MOVER



ALLIED VAN LINES, INC. • WORLD'S LARGEST LONG-DISTANCE MOVERS

LETTERS TO THE EDITOR

Split Lease

To The Editor:

This company holds an Intrastate Certificate from the Alabama Public Service Commission for general commodities within a 43 mile radius of Mobile. We would like to know if you have any knowledge of a test case or the legality of leasing part of a general commodities certificate. In this instance, we have made application to lease these rights except that we have specified that we keep one item, i.e. roofing.

Do you know of any instance where a certificate has been split in this manner? Is there any law you know of prohibiting this? You understand that this is a lease and not a sale.

Abb Wooldridge, Jr.

Abb's Moving Service
Mobile, Ala.

Although I have for many years written up all higher court litigations on various subjects of law, I have no records of a case exactly to point of your legal question. However, the late case of *Enid Transfer & Storage Co., Inc., v. State, 190 Pac. (2d) 150*, is of interest. In this case it was shown that a motor carrier held two certificates of public convenience and necessity, permitting transportation of freight from two terminal points.

The higher court held that the Public Service Commission could not authorize the carrier to combine the service provided by the two certificates, and permit it to operate a through service between the two terminal points in competition with other carriers holding certificates authorizing them to conduct similar through service.

I shall make special effort in the future to locate higher court decisions from the *Advance Sheets* on the subject of law.—Leo T. Parker, DA Legal Consultant.

Shipper's Dissent

To The Editor:

I would like to comment on Mr. T. R. Glick's April "Letter to the Editor" concerning Mr. Newmiller's article in the January, 1958 issue entitled "Lets Re-Examine Our Freight Bills."

Mr. Glick laments the fact that many shippers do not understand why there should be any delay in settlement of overcharge claims involving interline shipments.

I for one do not understand this delay either. Especially so since the majority of overcharge claims are caused by simple errors which can be

readily ascertained and verified by the carrier receiving claim from the claimant. Why is it necessary for all carriers who participated in the route to agree and settle their inter-line accounts before the refund is made, Why can't refunds be made immediately, when the basis for claim is verified, without waiting weeks and often months before settlement? Such delays are clearly unreasonable and unbusinesslike. When will carriers, especially motor carriers reform.

M. J. Heyerick
Traffic Department

Purex Corp., Ltd.
South Gate, Calif.

On the Line

To The Editor:

I wish to compliment you on your "On the Line" regarding convention attitudes in the April issue.

A number of industries in many cases lose sight of the great importance to their company by not having representation at the various conventions sponsored by business and industry associations of all phases.

This medium of exchange of ideas and new concepts of operations cannot only result in better individual knowledge, which in turn results in advancement of the employee efficiency, but industry as a whole derives many benefits.

The many essential changes in industry brought about through new and better methods of operations are a must from the competition angle today.

These community of interest programs, a name we could give these conventions, seminars, etc., although operated on a business basis are very important. As you mentioned in your editorial "Convention attendance in this day and age bears no relation to the high jinks of yesteryear, anyone who still gibes his associate about attending conventions, clearly labels himself as a has been."

Walter C. Pine
Traffic Manager

DeLaval Separator Co.
Poughkeepsie, N. Y.

To The Editor:

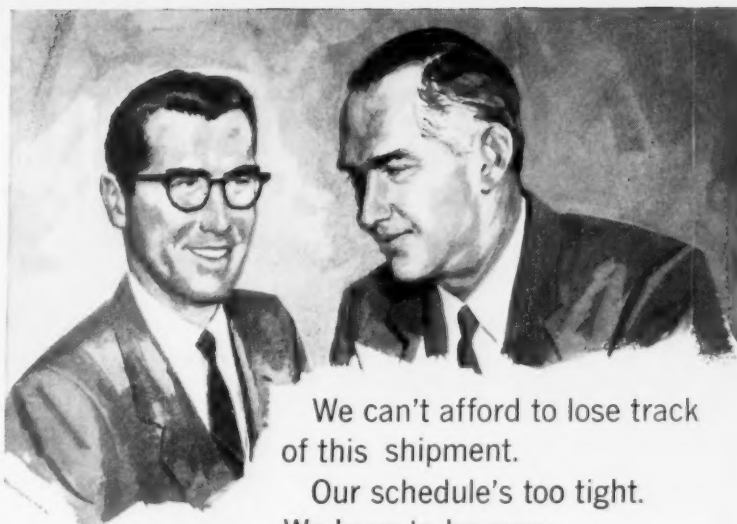
In the March Issue there is an article by Clyde E. Phelps, executive vice-president of Associated Warehouses, Inc., on transit warehousing. Of interest to me is the teletype with multi-copy forms which does invoicing, etc., and the companies that are using it.

My intention is to seek an invitation which we could review the entire operation which would concern us as to its adaptability to our particular section or works.

J. B. Griffin
Director of Traffic

Scovill Mfg. Co.
Waterbury, Conn.

Some of the companies using this system have requested that the information be kept confidential at the present. Others, however, include Pillsbury Mills, Miles Laboratories, and Virtue Bros. Mfg. Co.—Clyde E. Phelps, Associated Warehouses, Inc.



We can't afford to lose track
of this shipment.
Our schedule's too tight.
We have to be sure...

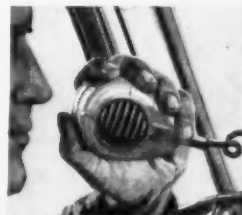
Relax. Everything's under control when
we route it
Eastern Express, Inc. ... from origin to destination.

Between-terminal teletype service, radio-dispatched pickup equipment, and the *most carrier go-how* on the road put you "in the driver's seat" ... all the way, with Eastern Express, Inc., the surest way to ship.

Seeking more efficient shipping methods, Eastern Express, Inc. annually invests great quantities of time and money. The result: better service for shippers ... more carrier go-how!

But the effort does not stop there. Modern communication systems, efficiently designed terminals and trained personnel all contribute to the outstanding service this carrier gives.

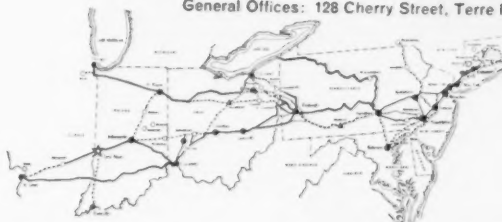
Consult Eastern Express, Inc. about your shipping problems.



Eastern
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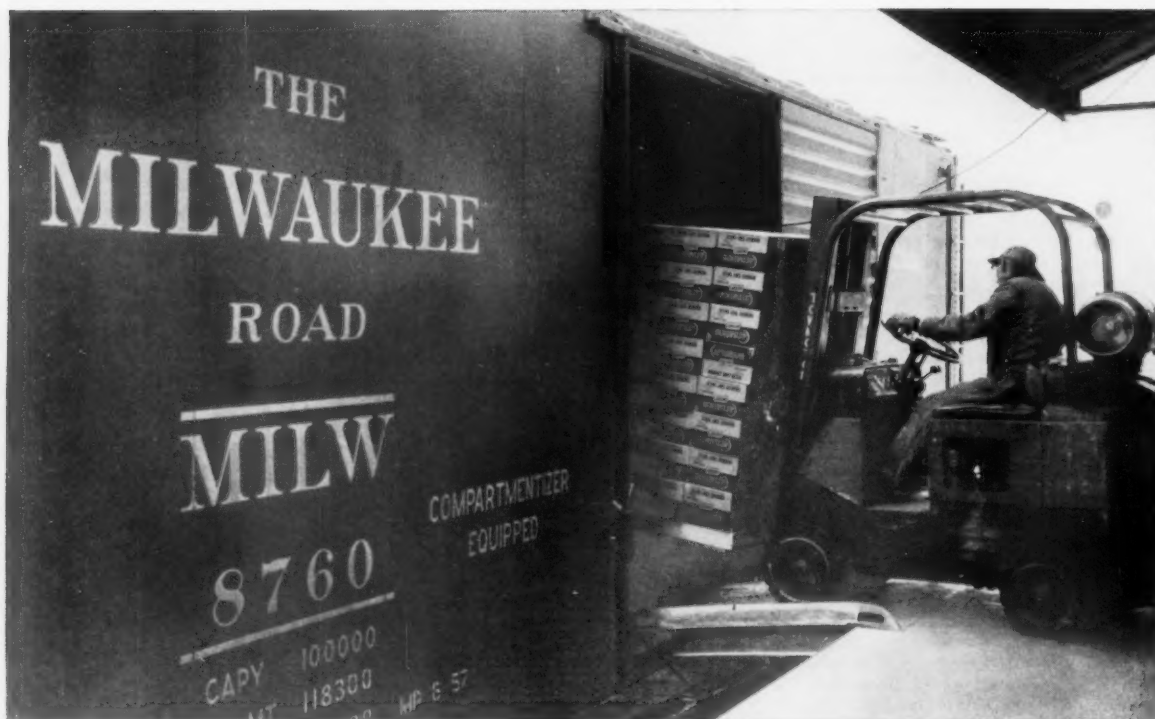
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Connecting the Midwest with the Eastern Seaboard: Akron • Baltimore • Bethlehem
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Evansville • Fort Wayne • Harrisburg • Indianapolis • Jersey City
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Performance Proof No.115

Compartmentizer keeps



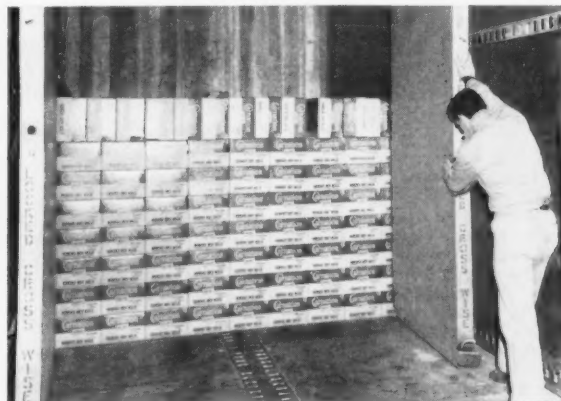
Loading—By using Compartmentizer-equipped box cars Carnation can take fullest advantage of modern mechanical handling equipment. There's no clutter of special parts to interfere—lift trucks (as

shown here) move right into the car and position cargo where needed. Compartmentized shipments help Carnation save an estimated 2½ man-hours loading time per car.

These shipper-conscious carriers have P-S Compartmentizers in service or on order to serve you...

Baltimore & Ohio	Minneapolis & St. Louis
Central of Georgia	New York Central
Chicago, Burlington & Quincy	Northern Pacific
Chicago Great Western	Pennsylvania
Fruit Growers Express	Seaboard Air Line
Great Northern	Southern Pacific
Merchants Despatch Transportation	St. Louis Southwestern
Milwaukee Road	Texas & Pacific
	Western Pacific

**Ask for them by name . . .
Compartmentizer-equipped box cars**



Loading—Compartmentizer handling ease and positive lading security contribute to further savings for Carnation. Compartmentizer Gates move easily (they roll on rails) up to the load, swing closed across the load face, then lock quickly and securely. Carnation reports, "savings in bulkheading and cooping . . . totals about \$30.00."

Carnation contented



**Reduces damage by 80%—
cuts loading time by 2½ man-hours,
saves \$30.00 in car preparation**

Producing *all* of these benefits—*measurable benefits*—is all in a days work for the Pullman-Standard Compartmentizer. It can produce these and more for most any shipper of box car lading and do it day after day, load after load.

Carnation *proved* these performance benefits in the recent stop-off shipment shown on these pages. They loaded 48,045 lbs. of seven different products and carton sizes in Milwaukee car #8760 at their Watertown, Wisconsin distributing point. Destinations were Augusta and Savannah, Georgia. Six roads handled the car: the Milwaukee, C&EI, L&N, P&N, SAL,

and G&F. Heavy interchange increased possibilities of damage. Yet the only damage to this load was caused by a hidden nail left in the side lining of the car from a previous shipment. Total damage for the load—\$5.60.

The complete picture story of how Carnation uses the Compartmentizer to cut loading time, reduce damage, and save car preparation costs for themselves and their consignees is shown on these pages. Check this performance proof for yourself, then get in touch with Pullman-Standard for information on how you can use the Pullman-Standard Compartmentizer to get many of the same benefits.

PULLMAN-STANDARD

CAR MANUFACTURING COMPANY

SUBSIDIARY OF PULLMAN INCORPORATED

221 NORTH LA SALLE STREET, CHICAGO 1, ILLINOIS

BIRMINGHAM, PITTSBURGH, NEW YORK, SAN FRANCISCO



1st Stop—The first stop consignee was the J.P. Keenan Company of Augusta, Georgia. The owner, Mr. F. M. McCarthy, made this comment as he examined the load, "These are in perfect condition, and you just can't get them any better than that." He knows how important good-looking floor displays are to his market customers . . . no shopper appeal had been lost in this load.



Final Stop—The Central Warehouse Company of Savannah, Georgia was the final consignee. Their shipment was kept in Compartmentizer security in both ends of the car. Notice that in this car end not a single carton is dented, not one is even out of line. No space is wasted on expensive bracing or bulkheading . . . this is tight load, a high-profit load for this consignee.



Final Stop—Here the last few cases of the Central Warehouse shipment are being moved out of the car. Note how clean the car is . . . it's ready for another load immediately. No time wasting clean-up is necessary, no loose dunnage to clear out of the car, no bulky parts to be replaced. The consignee simply closes and locks the Compartmentizer gates and the car is on its way.



**your Los Angeles Branch can help
SHORTEN that long supply line...**

Make OVERLAND that Branch

At the hub of major mercantile and industrial activity, Overland Terminal Warehouse Company provides centrally located office accommodations, and warehousing for all types of general merchandise.

Complete, under-one-roof services include: storage at package rates • leasing for consolidated office and warehouse space • ample tenant parking • Customs Bonded Warehouse No. 11 • Refrigerated Rooms (41-43) • Completely sprinklered • A.D.T. protected.

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On the Line—



Let's Flood 'Em With Mail

In our recent travels around the country, there was one topic of conversation that our talks with management usually led to—corrupt labor union management.

We may have started talking about plant equipment, but found ourselves listening to labor union troubles. We could have been discussing transportation, but wound up with Hoffa. Any conversation about profits and losses almost invariably led to wealth controlled by labor unions and misappropriation of moneys by their leaders.

It will not come as a surprise to any one that practically everyone with whom we talked blamed Washington for the corrupt mess. The following comments are typical:

"The politicians always favored the demands of union leaders because, collectively, they saw more votes than represented by management.

"Even after all the well known corrupt practices were aired by the McClelland hearings, the politicians still hesitate to take appropriate action because of the coming elections. Yet, many an election proved that union members do not necessarily follow the dictates of their leaders."

One executive, pounding his desk for emphasis, exclaimed, "The moral fibre of our legislators is at an all time low!"

The legislators with whom we've discussed this subject naturally took exception to these charges. Most placed equal blame upon workers and employers. Others singled out either workers or employers; in the latter case, they referred to "sins of the past" that brought unionization into being.

Recently, during one of the sessions of the annual meeting of the United States Chamber of Commerce, Senator Barry Goldwater chided American business men and industrial leaders for failing to support Congress in its attempt to put the brakes on corrupt, dictatorial labor leaders.

"I have seen the weakness, and even cowardice, in business men across the country," he said. "I have seen them wander off and leave us without support when we were trying to work out corrective labor laws."

The Senator said that the conservatives in the Congress, whose support is so greatly needed, did not receive letters or telegrams asking for support and urging action. If anything is to be accomplished in the future, he concluded, business must take a more active interest in politics.

Since then, the U. S. Chamber issued an appeal to Congress to prohibit compulsory union membership and to make labor unions subject to the antitrust laws.

This action should impress members of the Congress. However, we agree with Senator Goldwater that an avalanche of personal letters and telegrams to individual members of Congress will do more to get action. Personal communications seem more like demands from the people—the voters. Resolutions and communications from associations and other organizations seem too impersonal. They are non-voting entities.

On June 10th, a new labor bill will be introduced in the Senate. Give it your support—with a flood of letters and telegrams!

Al Greene
EDITOR

Yakkety Yak

Excerpts from letters received by our Congressmen:

... "All I read about is how youse are biker about defense and satalites. The racketeers and there hoods got too much defense now, like the 5th Amendment. Make a law that union leaders get no pay or maybe just a dollar a year. They

will pop and explode, and the skies will be full of satalites."

... "A lot guys I know don't like you and never voted for you, yet you win elections. Please tell me how you do it. I bin trying to get elected in our unions for years. From what my friends tell me I get a majority of promises but when the committee counts the votes I always lose. Maybe you know the

secret. Tell me and I will get a big bundle of votes for you this Fall."

... "I voted for you but that lug of a husband of mine never did. If you will invite us to Washington, show us the town, and pay all our expenses, I will guarantee you his vote—even if have to beat the boob's brains out to do it."

... "Please send me your picture. I can't believe you're jackass."



EASY DOES IT!

Tall orders—like this ten-ton spool of wire rope—are all in a day's work at Ringsby. One of Ringsby's 30 new open-top, removable side trailers—plus superb driving skill—rolled it across the Rockies, across half the continent without a hitch—right on schedule to consignee! The Ringsby Rocket fleet's matchless versatility, speed and safety stand ready to solve the toughest traffic problem you can pose. Big, heavy, fragile, perishable, or just plain urgent... LTL or TL... next time rush it Ringsby Rocket—the fastest distance between two docks.

RINGSBY
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GENERAL OFFICES: 3701 Ringsby Court • Denver 5, Colorado

LINE OF THE ROCKETS



THE KEELBOATMEN

A fabulous breed of man owned the Mississippi River back when John Adams was president and the first major commerce started on The River.

Great barges—rafts, keelboats, broadhorns—were poled up and down river by the roughest, toughest, laughingest, drinkingest gang ever collected. It was a rough trip. Poling an acre-sized raft up and down river sometimes took eight, nine, ten months. It took a rough man to do it. Each one, in a sense, was a rude Paul Bunyan.

Mark Twain, in his *Life On The Mississippi* (Harper & Brothers, \$3.50) has one describe himself:

"Whoo-oo! I'm the old original iron-jawed, brass-mounted, copper-bellied corpse-maker from the wilds of Arkansas! Look at me! I'm the man they call Sudden Death and General Desolation. Sired by hurricane, dam'd by an earth-

quake, half-brother to the cholera, nearly related to the small pox on my mother's side!

"Look at me! I take nineteen alligators and bar'l of whiskey for breakfast when I'm in robust health, and a bushel of rattlesnakes and a dead body when I'm ailing. I split the everlasting rocks with my glance, and I squench the thunder when I speak. Whoo-oo! Stand back and give me room according to my strength!"

Times, and men, have changed on the Mississippi. Today's crews with their high-horsepower tow boats and safe, efficient steel barges, are a bit less colorful—but they know their river, their ship, and their cargos. And they measure delivery time in days, not months. Let the people at Union Barge Line, the heirs of the Keelboatmen, tell you specifically about the dollars you can save via The River. Write for Bulletin 1801.

UBL

UNION BARGE LINE • PITTSBURGH 22, PA.

Coming Events

- June 2-5—Local Cartage National Conference, Annual Convention, Claridge Hotel, Atlantic City, N. J.
- June 2-5—National Motor Freight Traffic Assn., Inc., Washington, D. C.
- June 4-6—Purchases and Stores Div. of Association of American Railroads, Annual Meeting, Chicago.
- June 5-7—Material Handling Equipment Distributors Assn., Annual Meeting, Chicago.
- June 9-12—National Materials Handling Exposition, Public Auditorium, Cleveland.
- June 9-13—Fourth International Automation Exposition, Coliseum, New York.
- June 15-28—Industrial Management Center, Fifth Annual Materials Handling Training Conference, Lake Placid, N. Y.
- June 16-18—American Management Assn., Traffic & Transportation Seminar, Hotel Astor, New York.
- June 19-21—National Wooden Box Assn., Mid-Summer Meeting, The Greenbrier, White Sulphur Springs, W. Va.
- June 22-24—National Wooden Pallet Mfrs. Assn., 12th Annual Meeting, Grove Park Inn, Asheville, N. C.
- July 17-19—Allied Van Lines, Inc., The Greenbrier, White Sulphur Springs, W. Va.
- Aug. 11-13—Western Packaging & Material Handling Exposition, Civic Auditorium, San Francisco.
- Aug. 24-28—Irregular Route Common Carrier Conference, Technical School for Refrigerated Motor Carriers, Michigan State University.
- Sept. 15-19—Instrument Society of America, 13th Annual Instrument-Automation Conference & Exhibit, Convention Hall, Philadelphia.
- Sept. 17—Southeastern Warehousemen & Movers' Assn., Roosevelt Hotel, New Orleans, La.
- Sept. 22-24—The Materials Handling Institute, Inc., The Greenbrier, White Sulphur Springs, W. Va.
- Sept. 29-30—Associated Traffic Clubs of America, 35th Annual Meeting, Sheraton Palace Hotel, San Francisco.
- Sept. 30-Oct. 2—4th Joint Military-Industry Packaging & Materials Handling Symposium, Washington, D. C.
- Oct. 13-16—SIPMHE, National Industrial Packaging, Handling and Shipping Show, Competition and Short Course, Coliseum, Chicago.
- Oct. 16-19—Missouri Warehousemen's Assn., Inc., Chase Hotel, St. Louis, Mo.

Shippers' Advisory Boards

- June 5-6—Trans-Mo-Kansas, Wichita, Kans.
- June 11-12—Southeast, Charleston, S.C.
- June 12-13—Pacific-Northwest, Tacoma, Wash.
- June 17-18—Ohio Valley, Indianapolis, Ind.
- June 17-18—Great Lakes, Cleveland, Ohio
- June 19-20—Pacific Coast, Fresno, Calif.



"Cheers"

THE LINCOLN STORAGE CO.

CLEVELAND, OHIO



MOVING • PACKING • SHIPPING • STORAGE

this property protected

Automatically

against

FIRE

and

BURGLARY

by ADT



We have found ADT Automatic Protection to be one of our best investments. It gives us greater security than other methods, with a saving of at least \$3,500 a year.

A. A. Friedel President

More than thirty years' experience has proved to Lincoln officials that ADT Automatic Protection not only gives greater security, but also saves money.

Every floor of the seven-story warehouse is guarded by Aero Automatic Fire Alarm Service to detect any outbreak of fire and summon the fire department *automatically*. ADT Burglar Alarm Service stands watch over all accessible openings to notify police and other protective forces *silently* and *automatically* should burglars attack.

Leading warehousemen from coast to coast join Mr. Friedel in praising

the efficiency and economy of ADT Automatic Protection in safeguarding property, profits, customers' goods, and employees' jobs.

May we show you what ADT can do for you?


Whether your premises are old or new, sprinklered or unsprinklered, an ADT specialist will show you how to get *better* protection at lower cost through combinations of ADT Automatic Protection Services. Call our local sales office if we are listed in your phone book; or write to our Executive Office.



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A NATIONWIDE ORGANIZATION
Executive Office: 155 Sixth Avenue, New York 13, N. Y.

Circle No. 8 on Card, Facing Page 51, for more information



Whirlpool cuts loading costs with a Morrell Majik- Loder



At Hotpoint large cartons such as refrigerators are tilted and flat-stacked atop upright bottom rows of cartons without manual effort.

Protected by U. S. Patent No. 2799417 and other patents pending.

The MorLift "Majik-Loder" is the material handling machine the appliance industry has been waiting for.

As discovered at Whirlpool, Hotpoint, Roper, General Electric and many other companies, this highly maneuverable (it can turn around in a box car) machine revolutionizes carloading operations at tremendous savings. In most operations, one man can now do the work of four, and at the same time loading time is greatly reduced. With the Majik-Loder, large cartons can be loaded two at a time. Another cost-reducing feature is the machine's ability to switch from tube and cap to glued or any other type carton, or from large to small cartons without delay or mechanical changes.

For information write Dept. S, Elgin, Illinois. Territories available for direct Sales Representatives. Inquiries welcome.



MORRELL MANUFACTURING CO.

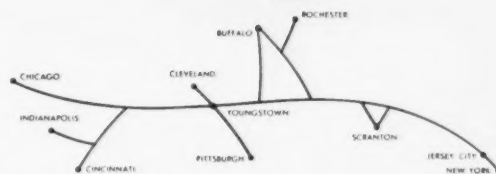
You Can Depend on Morrell Engineering

When it's a "special" shipment, Erie is ready to handle it!



When you have a shipment that calls for special equipment, special handling or extra-high and wide clearances, that's a good time to call your local Erie traffic representative. An important part of Erie's **customer service** is working with customers to develop the equipment and techniques best suited to transporting their products. And Erie has long been famous as the "high-and-wide" route for outsize shipments.

Emphasis on **customer service** is Erie's way of running a railroad. It's a constant reminder to men in every department to be alert to opportunities to serve your shipping needs better. And whenever you route freight—"special" or not—to or from the Erie Area, a call to your nearest Erie man will put our brand of service to work for you!



Erie Railroad

*Dependable Service for
the Heart of Industrial America*

Men in the News

Traffic

Bert N. Fischer—appointed to the newly organized traffic committee of the Can Manufacturers Institute. Fischer is general traffic manager for National Can Corp., Chicago.

Joel L. Potter—named traffic manager for Tuloma Gas Products Co., Tulsa, Okla.

Lester K. Kloss—named to the newly created position of transportation manager, Topco Associates, Inc., Chicago.



B. F. Maddox—appointed traffic manager, Kaiser Steel Corp., with headquarters at Fontana, Calif.

David E. Lund—appointed assistant professor of transportation in the Northwestern University School of Business and **Allen R. Ferguson**—appointed director of Research of the Transportation Center.

Glenn B. Miller—appointed director of traffic, Crucible Steel Co. of America, Pittsburgh.

F. I. Schaeffer—promoted to traffic manager, Keasbey & Mattison Co., Santa Clara, Calif.

Robert M. Ivie—appointed traffic manager, United Vintners, Inc., Santa Clara, Calif.

Carl P. Greeley—new chairman of the Manufacturing Chemists' Assn's Traffic Committee. Greeley is vice president for traffic, National Distillers and Chemicals Corp.

Dabney T. Waring, Jr.—appointed to the faculty TMI School of Transportation, New York.

James E. Bartley—appointed assistant secretary of The National Industrial Traffic League. He succeeds **Donald K. Schoemaker**—appointed to the staff of the National Coal Assn's Transportation Department, Washington, D. C.



Alexander Hunter—new Eastern district traffic manager, American Smelting & Refining Co., New York.

Harvey W. Bush, VP Allentown-Operations—now in charge of manufacturing operations for the entire company.

Julius Epstein—elected to the Board of Directors, Trans Contineal Industries, Inc., and its subsidiary, Highway Trailer Co. **Col. R. W. Johnson**—will head new office of Highway Trailer Co. in Washington.

H. Roy Kersbergen—appointed vice president and director of Traffic and Sales, General Expressways System, Chicago.

Z. C. R. Hansen—elected director of The White Motor Co., Cleveland. He was also named executive vice president and general manager, Diamond T Div. Mr. Hansen was president of the Diamond T Motor Truck Co. **J. P. Dragin**—named executive vice president—Finance and Administration, and **William F. Burrows**—appointed vice president and general manager, Diesel Engine Div., The White Motor Co.

—Rail

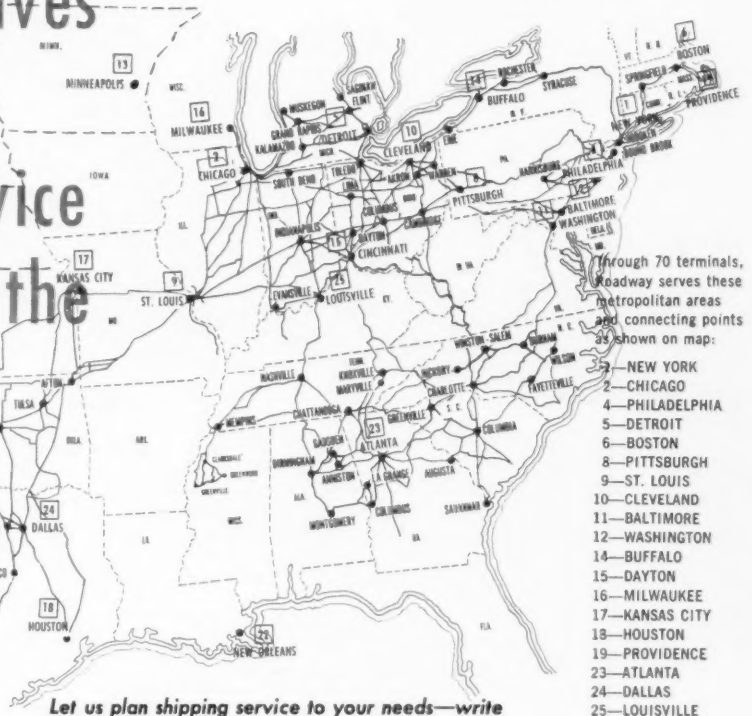
Ralph A. Floral—named general traffic agent, **Robert S. Farley**—new district traffic agent, and **Arthur C. Rinschen**—new traffic agent, Union Pacific Railroad Co., Omaha, Neb.

H. S. Dewhurst—appointed manager Public Section of the Association (Please Turn to Page 89)

Transportation—Highway

T. J. Zeller, VP—Forward Planning—placed in charge Mack Trucks, Inc., parts supply and service engineering activities.

ROADWAY gives prompt, regular single line service between 19 of the 25 largest metropolitan areas in the United States



Let us plan shipping service to your needs—write

ROADWAY EXPRESS, INC.
147 PARK ST., AKRON 9, OHIO

Vendo puts efficiency into handling...

**FROM VENDING
COFFEE
WITH
THEIR
MACHINES**



**TO MOVING MATERIALS
WITH ALLIS-CHALMERS
LIFT TRUCKS**

At the drop of a coin the Vendo Coffee Maker instantly produces a cup, pours hot coffee — here's material handling at its automatic best.

But Vendo Manufacturing Company, world's largest producer of vending machines, is also concerned with efficient movement of material within its own plant. For this task a fleet of Allis-Chalmers lift trucks is used.

These trucks are constantly on the go, moving everything from nuts and bolts to fabricated steel parts, spotting 16,000-lb dies with pin-point accuracy, maneuvering through cramped quarters with ease, carefully handling finished goods to prevent damage. They are essential to the efficient operation of Vendo's modern Kansas City plant.

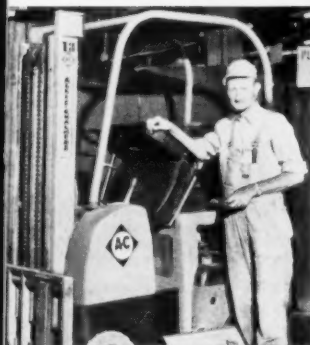
Best of all, their durability and ease of servicing are excellent. As Clyde Hickman, foreman of the Material Handling Department, puts it, "A lift truck has to keep moving or you lose money — and ours keeps moving."

Let your Allis-Chalmers material handling dealer show how you can put greater efficiency into your handling.

ALLIS-CHALMERS, ENGINE - MATERIAL HANDLING DIVISION,
MILWAUKEE 1, WISCONSIN



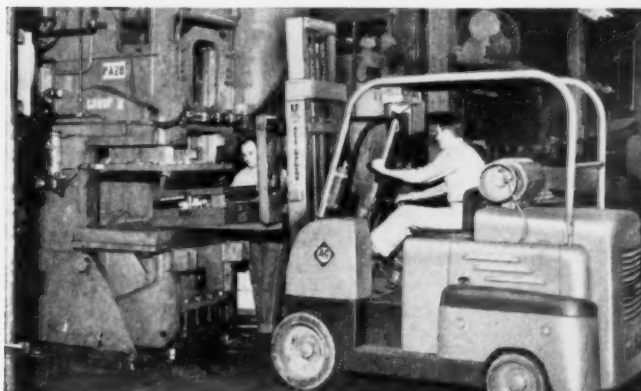
John Cromer, operator, says, "I like the way an Allis-Chalmers lift truck performs. I like the transmission. I like the way it handles. I just like the whole machine!"



Clyde Dent, mechanic, says, "Maintenance expenses are low. We have had no part changes so far. That Allis-Chalmers engine is wonderful. It is easily overhauled and has a world of power."



"We tried out Allis-Chalmers fork lifts along with other makes," said J. H. Pearce, production supt. "Reports from the drivers, maintenance men and material handling supervisors showed they all preferred this equipment."



George Lee Sigloch, operator, says, "It's a work horse. We have to spot all of the heavy dies and it really handles nice."

ALLIS-CHALMERS



The battery that makes the difference...

C&D Slyver-Clad® puts extra pull in 'electric trains'—extra lift in electric trucks



CUT MATERIAL HANDLING COSTS—

Lammert Furniture Co.'s new 268,000 square foot St. Louis warehouse is so large that all of Busch Stadium could be put under one roof. By installing odorless, quiet, compact material handling equipment, Lammert expects substantial savings in labor costs over the old manual handling system. It takes a superior battery to power the electric trains shown here over a long, hard pull. And C&D *Slyver-Clad* batteries come through with power to spare.



LIFTING POWER—C&D battery-powered electric trains haul merchandise inside the warehouse from platform to storage area where electric lift trucks take over. Packed with extra power, C&D *Slyver-Clad* batteries provide ample power for lifting and stacking as well, to lift and stack the more than 600 sofas and other furniture.



NO FUMES OR ODORS—Battery-electric trucks eliminate objectionable fumes, odors, are efficient, require only minimum maintenance. Battery power is clean... safe... silent.



DEPENDABLE DESIGN—Time-tested, thoroughly proved, C&D *Slyver-Clad* design has accounted for every boost in capacity standards over the past 12 years. Exclusive methods of plate wrapping eliminate sediment, keep "active materials" at work. The space other batteries waste for sediment is filled with the longest, thickest, heaviest plates in the industry. For details, write for Bulletin IT-524.

*Trademark



C&D BATTERIES, INC.
of Conshohocken, Pa. ... Attica, Ind.

Since 1906

Sales and Service Offices in Principal Cities from Coast to Coast

Manufacturers of PlastiCell and PlastiCal® Batteries for Communications, Control and Auxiliary Power • Producers of AutoReg® Silicon Rectifier Chargers

Circle No. 11 on Card, Facing Page 51, for more information



OPERATING air carriers — both combination and all cargo lines—are faced with a problem in rates. Air forwarders have been granted an exemption to minimum rates, a situation which, in the long run, may prove to be a disadvantage to shippers. This is how the problem developed:

In 1948, the CAB established minimum rates for air freight. This was to prevent a rate war endangering the all-cargo carriers. The combination airlines were able to provide freight service at rates lower than all-cargo lines.

When the minimum rates were established they did not apply to air-freight forwarders. Forwarder rates, until the end of 1953, were at or above the minimums prescribed for direct carriers. Thus there was no widespread problem of forwarders undercutting the minimums. In 1953, however, the Board increased the entire minimum rate level at the request of the all-freight airlines. There began to develop a widespread pattern of forwarder rates below the airline minimums.

Late in 1955, Slick Airways asked the CAB to review the situation. The Board was asked to determine whether the existing minimum rates and charges applicable to direct air carriers, or separate minimum rates and charges, should be prescribed for air freight forwarders. On January 28, 1958, the Board, in a split decision, said that minimum rates for air freight forwarders are not in the public interest. The Board feared that such a limitation would hamper the growth of the air freight industry to the detriment of the direct carriers as well as forwarders. It would, the CAB said, restrict the incentive and ability of the forwarders to develop new traffic sources.

The forwarders and some shippers hailed the new order. But the direct carriers and those interested in seeing air freight grow on a sound basis did not. Some feel that this is one of the more

Let's Apply Minimum Air Freight Rates to All

**CAB's new order continuing the exemption
of air forwarders from minimum rates may
hurt the airlines and the shipping public**

serious rate making mistakes of the CAB.

Unfair competitive conditions have developed in the air freight industry as a result of this situation. Both the airlines and the forwarders solicit the same shippers. They compete intensively for traffic. Therefore, there is no policy or legal basis for the discriminatory application of minimum rate regulation among competitors. The latest order of the CAB will destroy the effectiveness of their minimum rate regulation and cause economic chaos in the industry. This is precisely what minimum rates were designed to prevent.

By allowing forwarders to go on charging less than minimum rates the Board has permitted air-freight forwarders to sell an airline's service at a lower rate than the direct carrier may sell it. This is a strange doctrine—even stranger when one considers that forwarders do not need this advantage. In fact, the most successful air-freight forwarder has always charged rates above those of the airlines.

It is recognized in the industry that forwarders have certain inherent advantages. Their service often is better than that of the airlines. Forwarders, for example,

can offer shippers the advantage of a business which specializes in pick-up and delivery; the opportunity to utilize all schedules available at any point; the convenience of shipping by a single carrier with one billing; and single use of dock loading facilities.

Legal immunity to charge lower rates is not one of these inherent advantages. On the contrary, it has been recognized from the beginning of such operations in the airline industry that freight forwarders should not have a rate advantage. If there were to be any difference between forwarder and airline rates, the forwarder would be able to demand higher rates for a more complete and, in many ways, a better service.

Those who approve of less-than-minimum rates for forwarders lose sight of the evils they could produce. With this advantage, the forwarders can, in time, control a substantial part of the total air freight business. This would make them a serious threat to the interests of both shippers and airlines.

The significance of this statement is apparent when one considers that surface forwarders ship less than 1 per cent of surface
(Please Turn to Page 88)

Equipment Selection For Loading and Unloading

Selecting the proper handling equipment is never an easy task; it is especially difficult for loading and unloading operations. The charts here will serve as a check list to help you with the proper selection

THE TWO accompanying charts were designed as an equipment check list for loading and unloading operations. Rail cars and over-the-road vehicles are included. The first chart covers free-flowing bulk materials; the second covers non-bulk commodities.

A check list can be a useful working tool, but its usefulness depends on the judgment exercised by the user. This point is best clarified by citing examples of how the chart should be used.

The number of products or different types of materials listed are limited. For example, "Medium-Sized Boxes & Crates" appears as a product category in the second chart. Within this group, however, there are containers made of wood, fibre, and other products. Some are strapped; others have cleats. Depending on operating conditions, the boxes may be wet or dry.

All such physical characteristics, other than size alone, have a bearing on the type of equipment that can be used to economically handle a specific item in this category. This means that the user of the chart must have some knowledge of the various kinds of equipment mentioned. With this knowledge, he can tell at a glance whether a particular piece of equipment should be eliminated as a possibility, or held up for further study.

Another area in which the reader

By D. O. Haynes
DA Materials Handling Consultant

must exercise his own judgment is in the type of operation performed. The subhead "Loading & Unloading Within Buildings" provides an excellent example of this.

Multistrand conveyors are checked under this classification. These conveyors are used extensively in steel mills to move lengths of fabricated pipe directly from production into gondola cars. Obviously the same equipment cannot be used for unloading pipe. Also, a fork truck can be used to load pipe into a gondola car, by tilting the forks forward and letting the pipe slide into the car. Of course the same truck cannot be used to unload cars.

Although unloading frequently is simply the reverse of loading, often the same equipment cannot be used for both operations. The user must determine when different machines are required.

The charts do not indicate the relative merits of different pieces of equipment shown under a given heading. An ideal set-up for one situation might be totally impractical for another. Also, the matter of investment is not always the controlling factor.

The objective of any handling operation should be "the best type

of machine and method to meet given conditions and objectives."

Service Function

In many cases the service function is the most important. This situation is illustrated by a loading dock with a limited number of truck bays, but where traffic is heavy. Under these circumstances, turn-around time is perhaps the most important consideration. Here a greater investment in handling equipment is justifiable than would be where the time factor is not important.

Diversification of products and materials is another area in which the user must exercise his own judgment—with the chart as a guide. Where many different types and shapes of articles are involved, the user must concentrate on general purpose equipment. Where it is possible to use such equipment, investment is minimized. Also, time lost through shifting personnel from one machine to another is eliminated.

Specialized equipment can be justified only when it can be proved that it will yield a satisfactory return on the investment. Of course in some cases a user has no choice; the specialized equipment is the only equipment that will do the job.

(Please Turn to Page 94)

MATERIALS HANDLING EQUIPMENT For Loading Hoppers, Loading and Unloading Rail Cars With Free Flowing Bulk Materials

HANDLING EQUIPMENT ARRANGED BY FUNCTION			MATERIAL HANDLED	WORK LOCATION	CARRIERS		METHODS USED IN LOADING & UNLOADING					
			DEGREE OF FINENESS	NORMAL ACTIVITY	OPEN-TOP	ENCLOSED	LOAD HOPPERS	LOAD TRUCKS & CARS		UNLOAD TRUCKS & CARS		
								OPEN-TOP	CLOSED	OPEN-TOP	CLOSED	
Fine Powders - cement, sand, flour Granular - seeds, ashes Lumpy - ores, coal Irregular - scrap, shavings, etc.			In Open Country In Yards Within Buildings & Structures	Standard Dump Trucks Wagon Type Equipment Shuttle Type Haulers Pick-Up Body Type RAILROAD CARS Gondola Side Dumper Bottom Dumper Hopper Bottom Dumper	TRUCKS - Special RAILROAD CARS - Box Special	From above by gravity or dumping By elevating, dumping or discharging By pressure or suction	Gravity Equipment which Moves (travels) over carrier Reaches over side of carrier Reaches under side of carrier (Discharges) into carrier or carrier	Equipment which Loads through side of carrier Operates within carrier	Equipment which Reaches over carrier Reaches over side of carrier Operates beneath carrier Unloads by suction or pressure	Equipment which Reaches over carrier Unloads by suction or pressure		
TRANSPORTING EQUIPMENT												
SHOP TRUCKS	Wheelbarrows - Hand & Powered Dump Trucks - Hand & Powered Scoop Truck	✓✓✓✓ ✓✓✓✓ ✓✓✓✓	✓ ✓ ✓			✓ ✓ ✓	✓ ✓ ✓		✓ ✓ ✓	✓ ✓ ✓		
TRACTOR SHOVELS	Wheel & Crawler Mounted	✓✓✓✓	✓✓	✓✓✓✓	✓✓✓✓	✓		✓				
HIGH-LIFT FORK TRUCKS	Dumping & Scooping Attachment Clam Shell Attachment	✓✓✓✓ ✓✓✓✓	✓✓	✓✓✓✓	✓✓✓✓	✓ ✓		✓ ✓	✓	✓		
CARS ON CAST-PLATE RAILS	Dumping Types	✓✓✓	✓			✓						
TRACTOR-TRAILER TRAINS	Dumping Type Trailers	✓✓✓✓	✓✓			✓						
INDUSTRIAL RAILROADS	Dumping Type Cars	✓✓✓✓	✓✓			✓						
ELEVATING EQUIPMENT (See also Conveying Equipment)												
DERRICKS	Boom Types - Clam Shell Buckets	✓✓✓✓	✓✓			✓		✓		✓		
CRANES	Jib & Pillar - Appropriate Material Carriers	✓✓✓✓	✓✓			✓		✓		✓		
STACKERS	Directed - Flow Attachment Skip Hoist Attachment	✓✓ ✓✓✓✓	✓			✓ ✓✓						
LIFTING & TILTING DEVICES	Dumping Trucks & Cars			✓		✓						
CONVEYING EQUIPMENT												
GRAVITY	Chutes	Plain Cleated Ladder	✓✓✓✓ ✓ ✓✓	✓✓✓ ✓ ✓✓	✓✓✓✓ ✓✓✓✓ ✓✓✓✓		✓ ✓ ✓					
POWERED CONVEYORS	Continuous Belt	Fabric, rubber covered, steel band Closed (zipper) Hinged and Interlocking Plates Hinged Pan (Apron)	✓✓✓✓ ✓✓ ✓✓ ✓✓	✓✓✓ ✓ ✓ ✓	✓✓✓✓ ✓✓✓✓	✓ ✓ ✓ ✓		✓		✓		
BUCKET	Conveyor-Elevators	V- and V- Pivoted Buckets	✓✓✓	✓			✓					
	Elevators	Centrifugal Discharge, Perfect Discharge, Continuous Bucket Supercapacity Buckets	✓✓✓ ✓✓✓ ✓✓	✓ ✓ ✓			✓ ✓ ✓					
HOIST	Elevator	Skip	✓✓	✓✓			✓					
FLIGHT CONVEYORS	Conveyor	En masse	✓✓	✓		✓✓	✓			✓		
	Elevators	Tubular Spiral (Screw) Scraper & Flights Drags	✓✓ ✓✓✓ ✓✓✓ ✓✓	✓ ✓✓ ✓✓ ✓		✓ ✓ ✓ ✓	✓ ✓ ✓ ✓			✓ ✓ ✓ ✓		
VIBRATING		Various Types	✓✓✓✓	✓			✓					
PNEUMATIC		Air Gravity Conveyor Pressure System Suction (Vacuum) System	✓ ✓ ✓✓	✓ ✓ ✓✓	✓✓✓✓ ✓✓✓✓	✓ ✓ ✓✓	✓ ✓ ✓	✓ ✓		✓ ✓ ✓		
AERIAL		Tramways	✓✓✓✓	✓✓	✓✓✓✓ ✓✓✓✓			✓		✓		
SPECIAL	Loader & Pillar Unloaders	High-Speed Belt (See PORTABLE CONVEYORS)	✓✓			✓						
PORTABLE	Conveyors	Various Types	✓✓✓✓	✓✓✓	✓✓✓✓ ✓✓✓✓			✓		✓		
FEEDER	Conveyors	Various Types	✓✓✓✓	✓✓✓	✓✓✓		✓					
TRANSFERRING EQUIPMENT												
MONORAILS			✓✓✓✓	✓✓	✓✓✓✓ ✓✓✓✓			✓ ✓		✓ ✓		
CRANES OVERHEAD	Overhead-Traveling Gantry		✓✓✓✓ ✓✓✓✓	✓ ✓	✓✓✓✓ ✓✓✓✓		✓ ✓	✓ ✓		✓ ✓		
CRANES MCBIE	Yard Power Cranes, Shovels		✓✓✓✓ ✓✓✓✓	✓✓ ✓	✓✓✓✓ ✓✓✓✓		✓ ✓	✓ ✓		✓ ✓		

Attachments for this equipment include: Monorail—standard and special buckets (as for ashes), clamshell buckets, etc. Crane (Below the Hook)—clamshell, orange peel, dragline, concrete, ash, self-dumping, buckets,

magnets, etc. Fork Truck—clamshell buckets, scoops, shovels, dumping containers, revolving carriages, magnets, etc.

(Please Turn Page for Chart on Non-Free Flowing Bulk Materials)

MATERIALS HANDLING EQUIPMENT

For Loading and Unloading Materials In Trucks, Trailers, and Rail Cars

HANDLING EQUIPMENT ARRANGED BY FUNCTION		PRODUCTS HANDLED		CARRIERS		WORK LOCATIONS & OPERATIONS			
		EXTERIOR CONTAINERS & UNITIZED LOADS		SPECIAL SIZES, SHAPES, ETC.	TRUCKS & TRAILERS	RAIL CARS	WITHOUT LOADING PLATFORM	TRUCK PLATFORMS	RAIL PLATFORMS
		Boxes & Crates - Medium-sized Packed Freight - Mixed Barrels Drums Baskets - Fruit & Vegetable Cylinders Bags - Paper Textile Bales Unitized Loads - On Skids On Pallets King-Size Containers Piggy-Back Units	Small - Bricks, Blocks, etc. Flat, Thin - Metal & Other Sheets Long - Pipe, Logs, etc. Rolls - Paper Wire Reels Coils Heavy Bulky - Machinery, etc. Others - Require Spec Equip ¹	Enclosed (Van Type) Open Top - Flat	Enclosed - Box & Auto Refrigerator Open Top - Flat Gondola	At Remote Locations In Yards Streets Within Buildings & Structures Distributes to - from carriers Loads & Unloads From Ground From Above	Moves Along Platform Reaches into or Over Truck Operates in or On Truck Spots or Shifts Only	Moves Along Platform Reaches into or Over Car Operates in or On Car Spots or Shifts Only	
TRANSPORTING EQUIPMENT									
OVER FIXED ROUTES									
Truck-Towing Conveyors	Overhead Trolley In-floor Trolley Industrial Railroads (Narrow Gauge)	✓✓✓✓✓✓✓✓✓✓ ✓✓✓✓✓✓✓✓✓✓ ✓✓✓✓✓✓✓✓✓✓	✓✓ ✓✓✓✓✓✓✓✓ ✓✓✓✓✓✓✓✓			✓✓✓✓✓	✓	✓	
OVER VARIABLE ROUTES									
Industrial Hand & Powered Trucks	Pries - Hand & Powered Pallet Dollies 2-Wheel Hand Trucks Warehouse & Stevedore Special-Egg Case, etc. Powered Models Low-lift Hand Trucks Special Powered Models High-lift Loaders - Hand Powered Models Multiwheel Hand Trucks Non-Lift Platform Trucks Powered - Straight Frame Drop Frame	 ✓✓✓✓✓✓✓✓ ✓✓✓✓✓✓✓✓ ✓✓✓✓✓✓✓✓ ✓✓ ✓✓ ✓✓ ✓✓✓✓✓✓✓✓ ✓✓✓✓✓✓✓✓ ✓✓✓✓✓✓✓✓ ✓✓✓✓✓✓✓✓ ✓✓✓✓✓✓✓✓ ✓✓✓✓✓✓✓✓ ✓✓✓✓✓✓✓✓ ✓✓✓✓✓✓✓✓	 ✓✓✓✓✓✓ ✓✓✓✓✓✓ ✓✓✓✓✓✓ ✓✓ ✓✓ ✓✓ ✓✓✓✓✓✓ ✓✓✓						

FOOTNOTES

1. See Accessories—Below the Hook Devices.

2. Hoists are used alone and in connection with other equipment, as indicated.

3. Special Platforms used to handle some products.

4. For elevating loads to carrier levels, adjust truck levels, rail cross-overs, etc.

For Loading and Unloading Materials in Trucks, Trailers, and Rail Cars (Cont.)

FOOTNOTES (cont.)

6. See Fork Truck Attachments. For work locations and operations see High Lift Fork Trucks.

DA's 1958 Materials Handling Show in Print

Still more of the more than 6,000
pieces of equipment to be shown at
Handling Exposition in Cleveland

AS THIS issue comes off press, some 200 equipment makers are putting the finishing touches on their exhibits for the 1958 National Materials Handling Exposition. The show will open June 9 and run through June 12 in Cleveland's Public Auditorium.

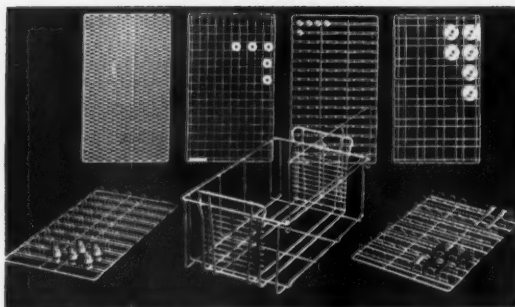
This is the second of three "show in print" articles to appear in *DISTRIBUTION AGE*. The first appeared in the May issue (p. 42). The final article will be a Post-Show Round-Up, scheduled for the July issue.

Additional information on any of the products pictured on these pages can be obtained by circling the appropriate number on the *Reader Service Card* facing Page 51 in this issue.

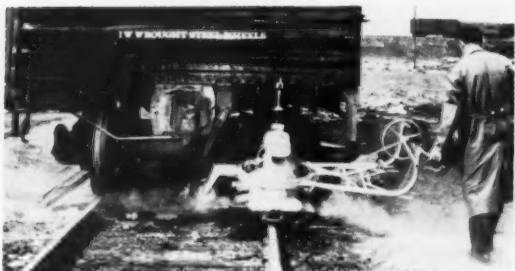
The Exposition is managed by Clapp & Poliak, Inc. It will feature about 6000 pieces of equipment. Most of the exhibits will simulate on-the-job operating conditions, with the equipment used in live demonstrations.

The American Society of Mechanical Engineers is sponsoring a Materials Handling Conference to run concurrently with the show. A wide variety of handling problems will be discussed by some of the nation's top experts.

The Conference and the Exposition will feature "cost reduction in materials handling." Systems, machines, tools and supplies will be shown and discussed with an aim toward cutting physical distribution costs. •



Locking hinged-side skelton Carrier, with supports to accommodate removable shelf inserts, by Mid-West Wire
Circle 40 on Card, Facing Page 51



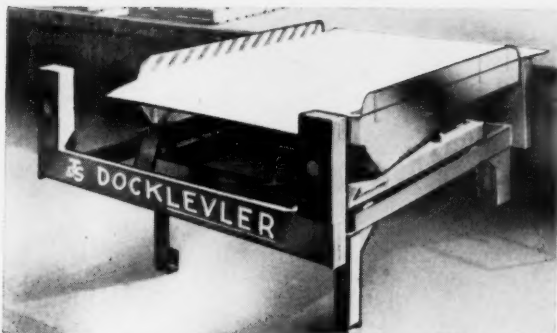
Kosarin & Associates Co. is showing this ILO single wheel car shunter. With it one man moves 100 tons
Circle 41 on Card, Facing Page 51



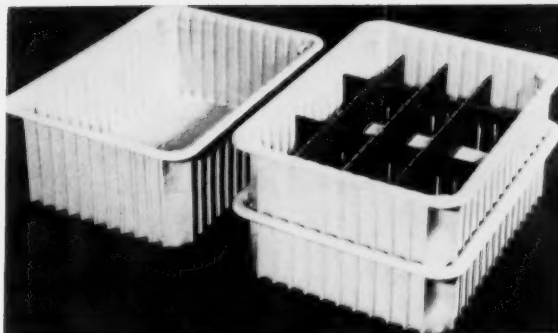
Lodge Mfg. Corp. Express Rapid Loader is an elevating platform with 10-ft height, 1½ to 6-ton capacity
Circle 42 on Card, Facing Page 51

Circle 43 on Card, Facing Page 51
Standish Associates will display a 40-ft carrousel conveyor with electromatic pallets. Each has live outlet

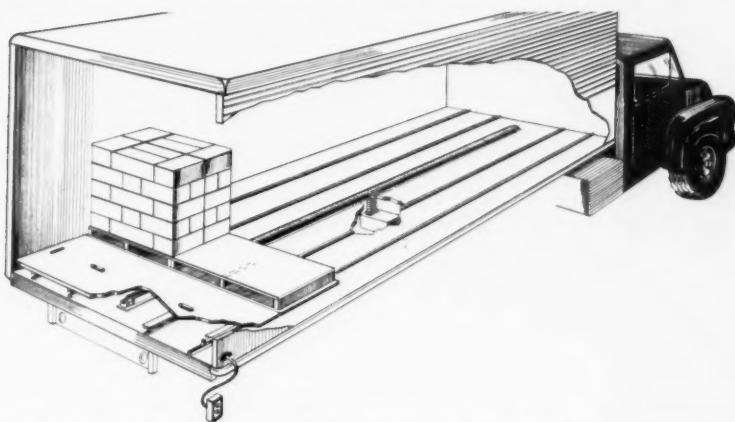




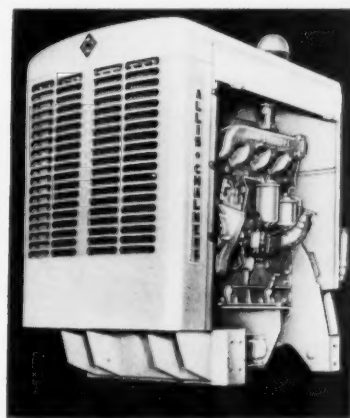
T & S Equipment Co. is showing this loading ramp for installation in front of existing docks. Capacity is 20,000 lb
Circle 44 on Card, Facing Page 51



Modubox tote boxes made by Hollywood Plastic Arts for small parts storage and handling have adjustable dividers
Circle 45 on Card, Facing Page 51



H. S. Watson Co. has developed this Moto-Vator, a push-button activated electric floor conveyor kit for installation in van trailers, semi-trailers, trucks
Circle 46 on Card, Facing Page 51

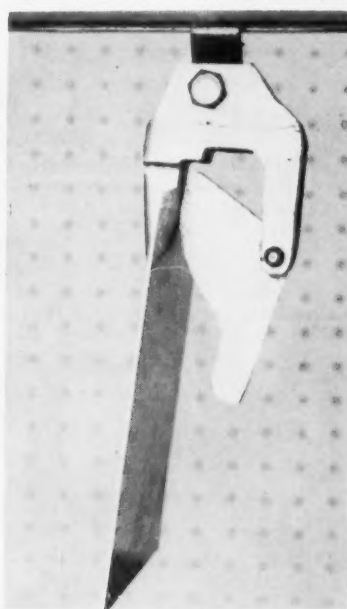


Allis-Chalmers has introduced 131-hp (above) and 88-hp diesel power units
Circle 47 on Card, Facing Page 51

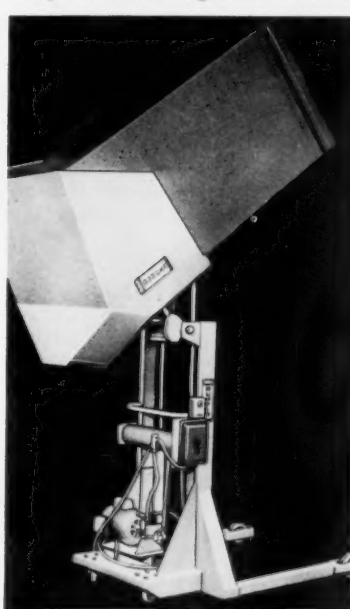
Circle 48 on Card, Facing Page 51
Autoquip hydraulic lift lowers 4½ in., lifts to 64½ in., comes in two sizes



Circle 49 on Card, Facing Page 51
Chainveyor Corp. has new automatic carrier for use on overhead conveyors



Circle 50 on Card, Facing Page 51
Uhrden will show Tubar twin-cylinder dumper for handling bulk containers



\$13 Billion Package Industry on

More than 40,000 visitors see 400 exhibits at AMA's National Packaging

PACKAGING as an important phase of the physical distribution cycle was never more apparent than at last week's National Packaging Exposition in New York. The show, sponsored by the American Management Association, ran May 26 through May 30.

All four floors of New York's huge Coliseum were given over to more than 400 individual company displays. Many of the displays were shown in connection with one or more of the functions of physi-

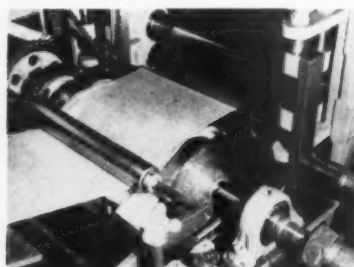
cal distribution — warehousing, transportation, shipping and receiving, etc.

The exhibits included materials and supplies, containers, machinery and equipment, and services. Every angle of packaging was included; and products ranged from tiny labels to giant wrapping machines. Most of the displays were live, with products shown in actual use.

Running concurrently with the Exposition was the annual three-day National Packaging Conference. Savings through improved

packaging techniques was the conference theme. Three large firms outlined their "cost reduction through packaging" programs. Participating companies were Gerber Products, Lewis Howe (Tums), and Ford Motor.

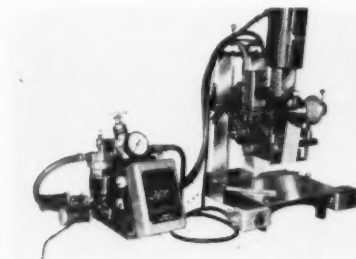
Gerber's J. C. Suerth and E. N. Burnett outlined their specifications and quality control methods. The Lewis-Howe program, presented by W. T. Dooley, Jr., and R. B. Etter, Jr., covered "systemated" packaging. Ford's integrated handling was described by C. L.



Eastman Chemical's new low-melt polyethylene applied directly to paper
Circle 51 on Card, Facing Page 51

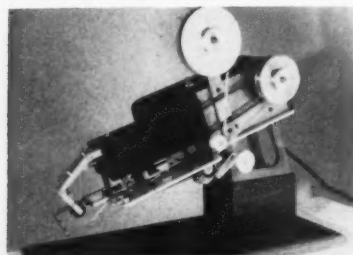


New Marsh stencil machine features a word space button, sealed lubrication
Circle 52 on Card, Facing Page 51

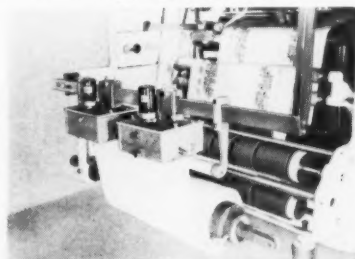


Olsenmark Corp. roll leaf stamping press for plastic, acetate, fabric, etc.
Circle 53 on Card, Facing Page 51

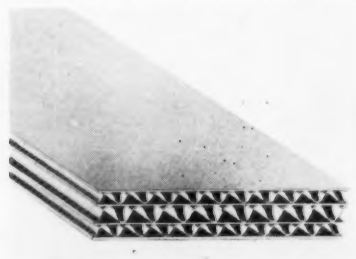
Circle 54 on Card, Facing Page 51
Derby Sealers new unit which will automatically dispense and apply labels



Circle 55 on Card, Facing Page 51
Adolph Gottscho's Rolaprinter 700 for use on wrapping, bag making units



Circle 56 on Card, Facing Page 51
Tri-Wall Containers showed bulk packs made from new triple-wall corrugated



Display

Exposition

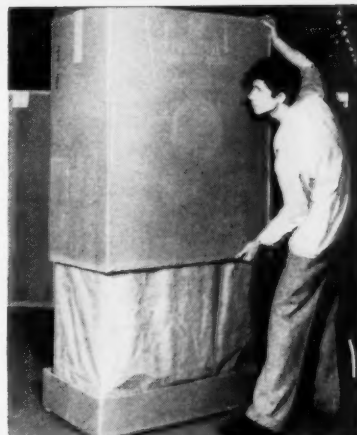
Hanchett and W. L. Albrecht.

Because the Conference fell late in the month, it was impossible to prepare a complete report for this issue. The proceedings will be covered in subsequent issues of DISTRIBUTION AGE.

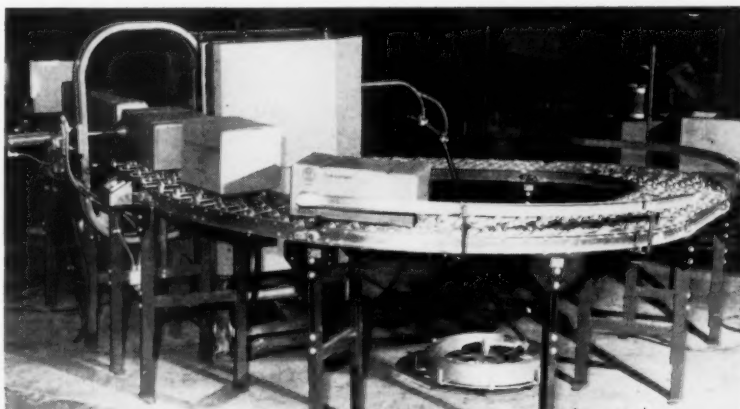
Shown on these pages are just a few of the many products that were on display. Additional information on any of the items can be obtained by circling the appropriate number on the READER SERVICE CARD facing Page 51 in this issue. •



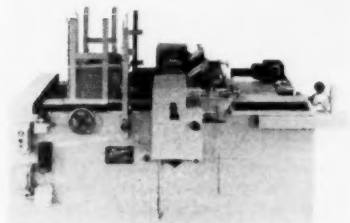
Markem Machine Co. Thermomark for imprinting on plastic, cellophane, etc.
Circle 59 on Card, Facing Page 51



Easy-open boxes via rip-open tape displayed by Chicago Printed String Co.
Circle 60 on Card, Facing Page 51

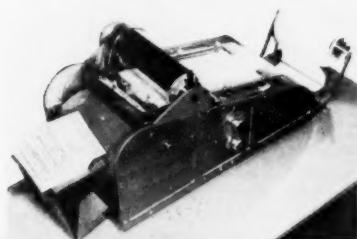


Aceme Steel Model F1J automatic strapping machine straps packages or boxes of various sizes and shapes without adjustment. Strap ends are spot welded
Circle 61 on Card, Facing Page 51

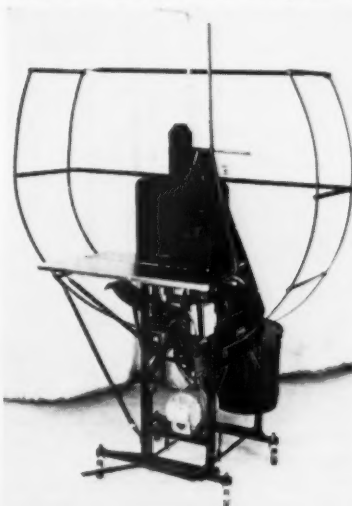


New Algene flat box printer completely prints any size shipping box
Circle 57 on Card, Facing Page 51

Circle 58 on Card, Facing Page 51
Weber Marking's Dual 80 label printer prints from rubber mat or stencil drum



Circle 62 on Card, Facing Page 51
26-in. Bunn package tying machine developed for pads, liners, set-up boxes



Circle 63 on Card, Facing Page 51
Equitable Paper Co. Bagorama featured this box-like, self-opening bag

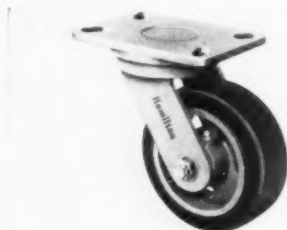


PRODUCTS

... FOR FURTHER INFORMATION

Heavy Service Caster

A new line of forged steel casters, with top plates slotted to match industry's bolt hole spacings, is offered by Hamilton Caster & Mfg. Co. Known as the HS Series, the new casters are capacity rated to 6000 lb per set of four. Top plates measure 4½ x 6½ in., and feature diagonal slots to ac-



commodate bolt spacings from 2 7/16 x 4 15/16 in. to 3¾ x 5¼ in. HS casters are available with 4-, 5-, 6-, and 8-in. wheels of semi-steel, forged steel, moldon rubber and plastex. Roller bearings and pressure lubrication fittings are standard equipment.

Circle 64 on Card, Facing Page 51

Overhead Conveyor System

Freeman Industrial Service is offering an enclosed overhead trolley conveyor system called Variflex. The system will flex, dip, turn and climb at any angle or plane with complete elimination of traction curves and turns. Trolley wheels are sintered of

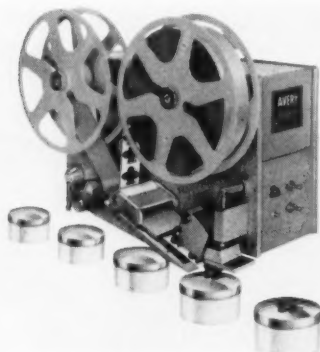


special alloy steel and are self-lubricating. All sections of the system are pre-fabricated, so any installation may be lengthened, shortened or even re-routed without the necessity of re-designing the complete system.

Circle 65 on Card, Facing Page 51

Labeling Machine

A fully-automatic labeling machine for pressure-sensitive labels has been introduced by the Avery Adhesive Label Corp. The model 100 Labeler automatically applies pressure-sensi-

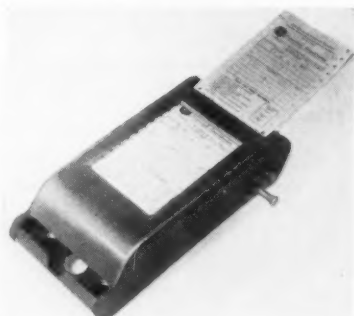


tive labels of any shape or size in exact register on nearly all surfaces at assembly line speeds. Labels, die-cut and printed to specifications, are furnished in rolls in various quantities up to 20,000 per roll.

Circle 66 on Card, Facing Page 51

Portable Register

A new portable register is being marketed by The Standard Register Co. Known as the Model 8000, this Form Flow portable has been designed to provide positive forms control and alignment from the start to

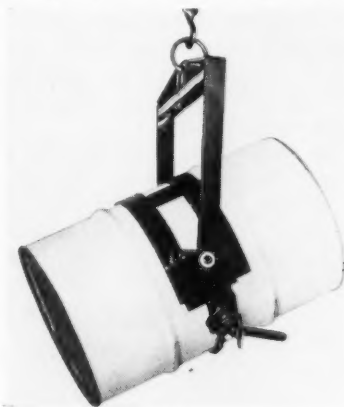


the finish of a recording operation. This portable register gives full-time pinfeed forms control and full length form ejection. Its strength, lightness and trouble-free operation help meet the handwritten record needs of office, loading dock, production line, etc.

Circle 67 on Card, Facing Page 51

Drum Carrier

An addition to the Morse Mfg. Co., Inc., line of drum and barrel handling equipment is the Model 85. This unit provides a method of moving 30 gal drums via monorail or crane. A worker can hook the Karrier to a monorail hoist crane or chain block; snap the saddle between the barrel chimes, to cinch tightly and then to transport, tilt or mix, or dispense the

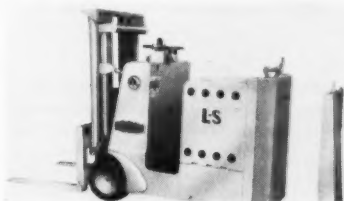


contents over a receiving tank. Positive tilt locks hold the drum in a vertical position during travel and permit easy controlled pouring.

Circle 68 on Card, Facing Page 51

Two-in-One Lift Truck

A dual-capacity electric fork truck, Model "E" Multi-Master, is offered by Lewis-Shepard Products, Inc. This unit has a standard capacity of 2000 lb at a 48-in. load length. By adding a quickly removable counterweight to



the truck's rear, its capacity is doubled to 4000 lb at a 48-in. load length. This two-in-one truck is adaptable to situations where extra capacity is required due to the use of such attachments as crane arms, fork extensions, and towing eyes that convert the unit into a tractor.

Circle 69 on Card, Facing Page 51

and EQUIPMENT

PLEASE USE THE READERS' SERVICE CARD • • PAGE 51

Pallet Lift Truck

A 2500-lb capacity double-faced pallet lift truck is offered by the Special Products Div. of The Colson Corp. The Model HP-25 Leverlift

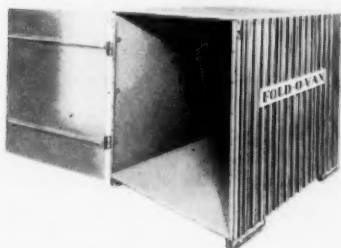


uses a pallet entry mechanism that permits entry without the slightest movement of even an empty pallet. Its spring counter-balanced handle provides a steering arc of 200 deg.

Circle 70 on Card, Facing Page 51

Cargo Container

The Special Products Div., The Champion Co., is adding the Fold-O-Van, to its metal shipping container line. This container is interchangeable between land, sea, and air ship-

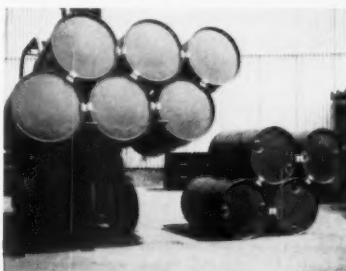


ments and adaptable to various sized items. This new cargo container is collapsible. When assembled, it is dust proof, water proof, and pilferage proof. It can be produced in $\frac{1}{4}$, $\frac{1}{2}$, and $\frac{3}{4}$ van sizes, or can be custom built to the customer's requirements.

Circle 71 on Card, Facing Page 51

Simplified Drum Handling

Another new drum clamp has been introduced by Drum Clamp Co. The new unit was designed for handling 55-gal drums in both the standard 18-gage, and the heavier 16-gage. The low-cost clamp permits unitizing of

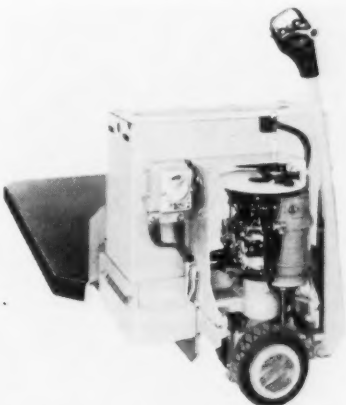


drums for fork truck handling or pyramid stacking. It consists of a steel bar, at each end of which are curved metal plates. The plates fit over the lip of the drums to be joined. The clamp is locked in place and released by a simple hand tool.

Circle 72 on Card, Facing Page 51

Heavy Duty Platform Truck

Lift Trucks, Inc. announces a heavy-duty platform truck equipped with a meter for instantly determining the state of discharge of the battery. The truck has a special capacity of 8000 lb, with a platform

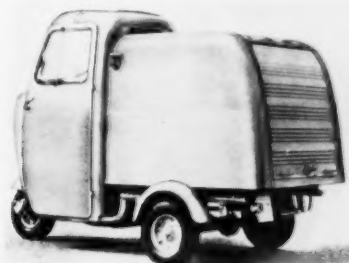


width of 42 in. The trail axle carries four 6 x 5 Formica wheels. All parts are easily accessible and controls, including lift and lowering of platform, are located in the steering handle.

Circle 73 on Card Facing Page 51

Three-Wheel Truck

Two new three-wheel Lambretta motor scooters capable of carrying loads of over 750 lb at speeds over 40 mph are available from the Innocenti Corp. They are said to give 75 miles per gallon. The new commercial utility trucks come in two different models—a closed panel truck and an open pickup truck. The



closed panel body model provides 37 cu ft of carrying space and is equipped with locking doors. The open pickup truck has a 13-sq ft body with one-ft high sidewalls.

Circle 74 on Card, Facing Page 51

Rollaway Jack

Automatic Transportation Co. is offering a lightweight, compact rollaway jack for moving semi-live skids. The jack is mounted on steel, rubber, or floor saver wheels which revolve



on roller bearings set on high carbon steel axles which insure smooth, easy rolling. It offers both front or full side lift and the narrowest wheel tread available, prevents tendency for handle on this jack to whip.

Circle 75 on Card, Facing Page 51

(Please Turn Page)

DA NEW PRODUCTS and EQUIPMENT

CONTINUED FROM PREVIOUS PAGE

Drum Handling Yoke

Sterling, Fleischman Co. has announced the addition of a drum hoisting yoke for use with an overhead hoist. The unit features a quick attaching girdle that can be adapted to

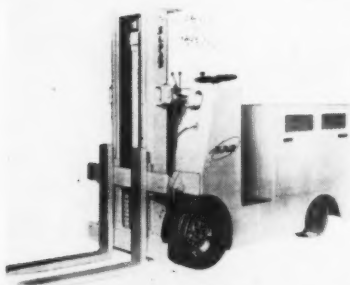


handle both steel and fibre drums for the lifting and pouring of drum contents. It is equipped with a mechanical locking device so that the drums can be rotated to pour and locked in pouring position. This hoisting yoke can safely handle drum loads up to 1000 lb.

Circle 76 on Card, Facing Page 51

Fork Truck

A new line of electric-powered, stand-up, center-control fork trucks, with capacities from 4000 to 10,000 lb. has been announced by Elwell-Parker Co. Five models are available with capacities of 4000, 6000, 7000, 8000 and 10,000 lb. All models feature



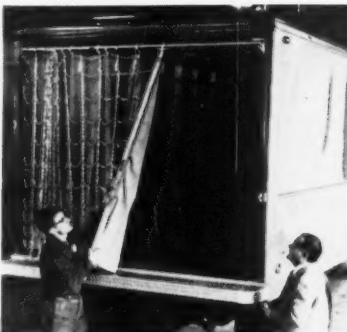
front-wheel drive and rear-wheel steer for maximum maneuverability. The

frame is of heavy-gage reinforced formed steel plates electrically welded into a rigid box structure. Uprights are of alloy steel, with inner uprights and the elevator mechanism designed to move on widely spaced rollers.

Circle 77 on Card, Facing Page 51

Steel Truck Body Kit

Parish Pressed Steel Div. of Dana Corp. is offering a prefabricated truck body kit consisting of five steel sections—roof, front, floor and left and right panels. Erection is merely a matter of fitting the sections together, joining them by simple weld-



ing and tying in with a few bolts. These kits are available in four sizes, 12, 14, 16 and 18-ft lengths, each with a choice of heights, 78 or 84 in. Outside widths of all are 95 in. Except for the steel, the new body frames are standard design and offer all advantages of other package framing.

Circle 78 on Card, Facing Page 51

Printable Cloth Tape

A high tensile strength tape, Permacel 685, is offered by Permacel-Lepage's, Inc. Made to print even the smallest size type-faces legibly, it will take letterpress, flat bed, rotary or analine printing with equal facility. This new tape has a plastic coated cotton cloth backing which gives it a super smooth surface. The rubber resin-based adhesive, white in color, has a high resistance to heat and moisture. The tape has a tensile strength of 65 lbs per in.

Circle 79 on Card, Facing Page 51

Storage Racks

A self-standing rack, consisting of two basic elements—pre-assembled structural steel end frames, and horizontal runners—has been announced



by Chicago Tramrail Corp. Known as Fas-Lock, these racks can be erected in a fraction of the time required for assembling ordinary racks. They can be assembled into unlimited combinations of height, length, and shelf openings to accommodate any type of material.

Circle 80 on Card, Facing Page 51

Tri-Lift Mast

Allis-Chalmers Mfg. Co., Engine-Material Handling Div., has added a new tri-lift mast to its line of attachments for lift trucks in the 3000 to 5000-lb classification. Eleven basic sizes of the new mast, including three standard sizes, are available and give

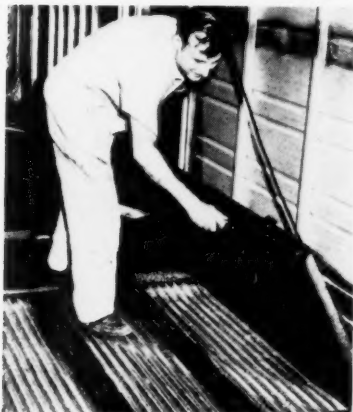


a wide range of lift heights. Three standard sizes provide total lifts of 144-in., 180-in. and 216-in., from masts which have overall lowered heights of 71-in., 83-in. and 96-in. The height variations permit the lift trucks to work in enclosed trailers, box cars and in other low overhead areas, or to stack to extra heights whenever necessary.

Circle 81 on Card, Facing Page 51

Truck Floor System

Cargo freezer efficiency can be improved and unnecessary weight eliminated by means of floating floor construction. This new concept in insulated freezer trucks, trailers, and vans has been developed by the Rubatex Div., Great American Industries,



Inc. The system is made possible by the use of lightweight insulation hardboard under watertight, corrugated aluminum flooring. This type installation requires that the floor be secured at the front and rear of the tractor. It is capable of carrying a load of up to approximately 60 lb to the sq in.

Circle 82 on Card, Facing Page 51

Hi-Lift Truck

Barrett-Cravens Co. is offering a new riding model of the Barrett PO-40 platform truck, with the conventional handle of the walkie unit replaced by a non-slip platform on which the operator stands. This model combines the benefits of high load capacity with the speed and ma-



neuverability of the rider truck. All operations are controlled by push-buttons located conveniently at the operator's fingers as he stands on the platform. Standard units have capacities 4000 to 6000 lb., lift of 72 in., and platform length 30 to 60 in. Overall height is 82 in. The PO-40 has two speeds forward and reverse, and is available with 12-volt or 24-volt systems.

Circle 83 on Card, Facing Page 51

Lift Jack Platform Truck

A heavy duty steel-framed lift jack platform truck with load capacity to 4000 lb, has been introduced by The Fairbanks Co. This new truck has a small turning radius which permits easy movement in confined areas. One jack handle is sufficient for a number of platforms, which, when not in use, can be conveniently stacked.

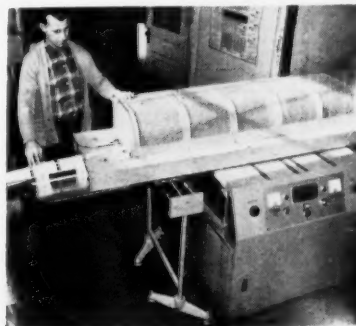


Simple construction, with no moving parts, assures fast, easy coupling and uncoupling of handle to platform. The jack handle has overall height of 49 in., weighs 32 lb, and is available with semi-steel, vulcanized rubber, or Lamilon all-plastic wheels. Platform sizes are 48 x 30 in., weighing 116 lb, 60 x 30 in., weighing 133 lb, and 72 x 36 in., weighing 167 lb.

Circle 84 on Card, Facing Page 51

Sealing Machine

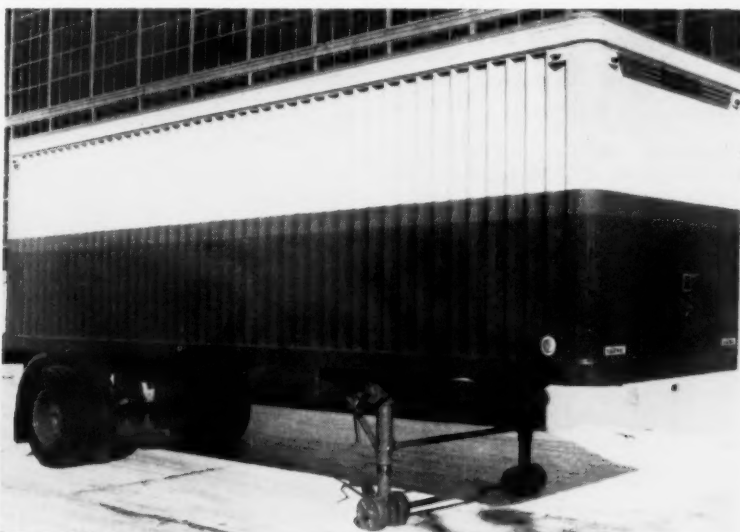
The Concora sealer, produced by Container Corporation of America, uses cold glue to seal paraffin-coated cartons for the frozen food industry. A special cold glue is applied to the flaps of the carton before it enters the compression unit, in which the glue and the paraffin coating are



welded into a solid bond by an electrolytic process. The result is a neat package without an overwrap, but with product protection by the bonded seal and the paraffin covering. The carton provides six sides for advertising and product name. The machine is available for leasing to other companies in the frozen food industry.

Circle 85 on Card, Facing Page 51

Short Highway Trailer



Highway Trailer Co. has introduced a city delivery trailer to its line of commercial truck-trailers. Available in lengths 20-ft through 29-ft with single axle underconstruction, the base model features integral stake and panel construction on the sides and front. The panels are hi-tensile steel with 1½-in. deep vertical hat-section corrugations on 6-in. centers. Each panel lap is double-riveted to

increase strength. Heavy metal wear plate is installed up 22 in. on the interior sides and front for added protection, or plywood lining 36 in. high is available in place of the plate. Lining options include corrugated steel slats on the sides or interior type plywood full height on the sides and front.

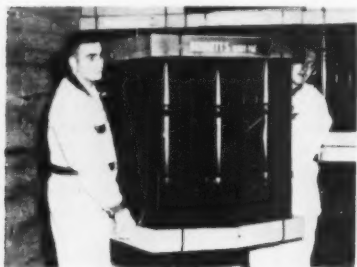
Circle 86 on Card, Facing Page 51
(Please Turn Page)

DA NEW PRODUCTS and EQUIPMENT

CONTINUED FROM PREVIOUS PAGE

Pail Package

Bennett Industries, Inc. is offering Handy-Pak, a new package unit which reduces pail-handling time 90 per cent. The pail-package consists of a top cap and a bottom cap of corrugated board between which 27 steel pails are packed in three layers. The



entire assembly is held firm and unitized by steel straps. As the pails cannot move, they are protected from damage. The 27-pail package can be easily carried by two men from car to storage, or directly to any point on the production line.

Circle 87 on Card, Facing Page 51

Correction Kit

Reynolds Ink, Inc., has developed Stencil-Kover, an obliterating fluid put up in a 12 oz spray can. It completely covers over old stenciling or other markings on boxes, crates, car-

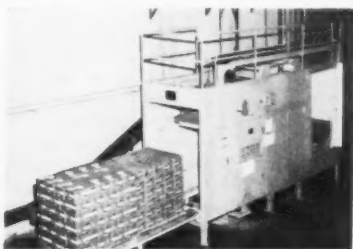


tons, barrels, drums or any other container. Permits original container to be restenciled within two or three minutes and used again.

Circle 88 on Card, Facing Page 51

Pallet Loader

An automatic pallet loader, Series 300, is offered by Alvey Conveyor Mfg. Co. This unit features higher capacity, simplified construction and lower maintenance cost. It automatically arranges packages on a pallet

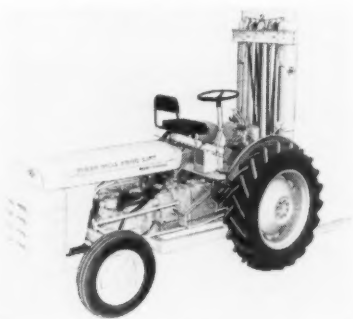


in a pre-determined pattern and quantity. A self contained unit, the conveyor features the installation of all accessory components such as motors, hydraulic pumps and control panels within or on the main machine frame.

Circle 89 on Card, Facing Page 51

Tractor Loader

A multi-purpose tractor loader, the Work Bull 1001, has been announced by Massey-Ferguson Industrial Div. Providing 10 quick-change attach-

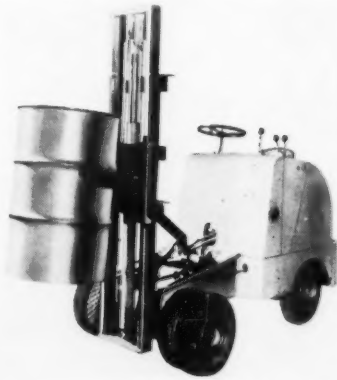


ments, this industrial unit handles all types of solid or semi-solid materials in bulk and packaged form. Attachments are interchangeable, requiring no additional hydraulics. The unit can work under a clearance of 8 ft 2 in., maintaining a full 10 ft of lift height without the mast extension. The extra-large 3-in. diameter hydraulic cylinder furnishes the powerful thrust needed for smooth, no-shock lifting of objects up to 4000 lb.

Circle 90 on Card, Facing Page 51

Drum Handling Attachment

Kwik-Mix Co. has available an automatic drum handling attachment for its Moto-Bug fork lifts. The drum handler fits easily on the fork lift carriage of either the Model S-10 or the larger, R-18. In addition to handling 30 or 55-gal drums, Moto-Bugs are interchangeable as hopper or

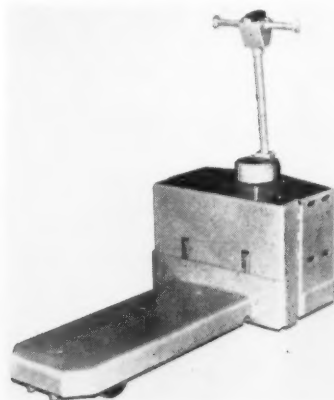


platform carriers. Equipped with the barrel lift attachment, the Model S-10 has a 1000-lb lift capacity, and the R-18 has a 1500-lb capacity. The attachment takes up only a few inches more space than the drum being handled. It is useful for narrow aisle operation.

Circle 91 on Card, Facing Page 51

Walkie Platform Truck

A 24 volt, 4000 lb capacity walkie platform truck for handling heavy skid loads, has been announced by The Raymond Corp. The new model

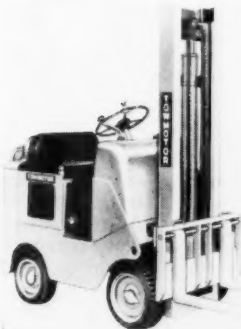


has a power unit only 24½ in. high and 20½ in. longer than load lengths. This compact design is made possible by using four six-volt batteries for power, two mounted on each side of the drive unit. The batteries are connected so the truck may move forward or in reverse in three separate speeds. All controls for elevating, lowering or traveling are conveniently located in the handle head. Platform lengths up to 72 in. are available in widths 18, 24, or 30 in.

Circle 92 on Card, Facing Page 51

Underwriter Approval

Eleven fork lift trucks developed by **Towmotor Corp.** for industries and areas where added safeguards are required for fuel, electrical and exhaust systems, have been granted Underwriters' Laboratories Approval for their special Type GS safety fea-

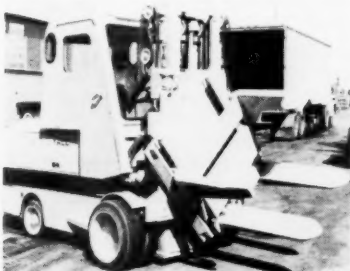


tures. These models include: the 350, 390, 460, 500, 400-P, L500-P and 500-P and Models 540, 600, 670 and 680-P with slight constructional variations. Safety standards for type GS equipment require that mechanical and electrical components be positioned and protected so that fuel and lubricants cannot come in contact with heated surfaces.

Circle 93 on Card, Facing Page 51

Bin Dumping Attachment

A rugged, 8000-lb capacity, rotating bin dumping attachment for Yale industrial lift trucks has been developed by **Yale Materials Handling Div., The Yale & Towne Mfg. Co.** This attachment can handle bins ranging from 30 to 34 in. in width, 22 to 32 in. in height and up to 48 in. long. Two hydraulic cylinders control the heavy duty upper arms of the attachment



which lower to hold the bin firmly in place against the attachment forks for rotating and dumping. The attachment rotates a full 360 deg in either direction to speed handling operations.

Circle 94 on Card, Facing Page 51

Spark-Proof Fork Truck

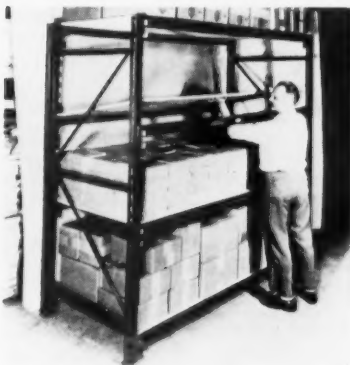
The Industrial Truck Div. of **Clark Equipment Co.** is producing a special type of gas-powered fork truck known as the GS construction (gas spark-enclosed). GS-type fork trucks

are particularly suited for handling flammable materials or for operation in areas where atmospheric conditions present a fire hazard. The major features of this fork truck are: A dry-type baffle muffler with flame arrestor; a two-position emergency pull-out switch on cowl; battery terminals protected by a readily removable insulated cover; dry-type air filter; generator and starter totally enclosed and all wiring terminals fitted with protective boots.

Circle 95 on Card, Facing Page 51

Adjustable Storage Rack

A Sturdi-Deck storage rack with long, wide-open decking has been introduced by **Sturdi-Bilt, Material Handling Div., Union Asbestos & Rubber Co.** It comes in shelf sizes up to 48 x 96-in. and requires no



cross-bracing. This permits stock entry from front or back. It is easy to expand, rearrange or disassemble. All parts are interchangeable and reusable. Frames are available in three heights and three depths with special sizes to order.

Circle 96 on Card, Facing Page 51

Re-Roofing System

The **Monroe Co., Inc.**, is offering a new cold process built-up roofing method called the **Vulca-Dek Re-Roofing System**. A new roof can be vulcanized right over and to the old roof surface, completely eliminating the

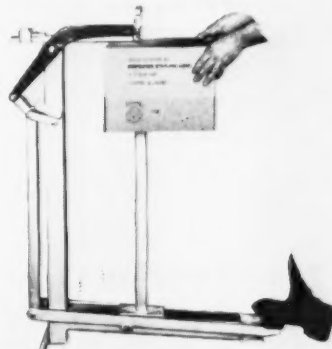


time, labor and expense of old roof removal. This re-roofing system consists of a liquid static asphalt called **Hold-Tite** sealing compound, which welds the **Vulca-Dek** roof to the old roof surface.

Circle 97 on Card, Facing Page 51

Carton Clipper

The new **King-Size Clipper**, Model C-F, manufactured by **Container Stapling Corp.**, sets up the bottoms of empty cartons in a few seconds time. Iron jawed, using mechanical



action, it sets up boxes with king-size clips, that have long steel legs. Portable and light-weight, weighing only 66 lb, it has operating arms of high tensile strength aluminum.

Circle 98 on Card, Facing Page 51

LP-Gas Conversion Kit

A liquid petroleum gas equipment kit is now available for field conversion of the **Hyster Co.'s** **Karry Krane** yard-type crane. Benefits of an LP-Gas system for this crane include longer engine life, lower maintenance and fuel costs and less exhaust fumes. The field conversion kit includes all equipment necessary for the installation, such as fuel tank, filters, valves, regulators, hoses and carburetor.

Circle 99 on Card, Facing Page 51

Redesigned Tow Truck

M-H Equipment Co. has redesigned the Model T-1 **tOwKart**. All integral parts are now interchangeable with other **tOwKart** models; such as decks, masts and accessories. These changes have not only made standardization



possible but have increased the load and stress factors. Some of these changes are: Formed wheel plates on rear wheels; rolled safety edges on front and rear channels; tapered corners on side rails and relocation of wheels for greater stability.

Circle 100 on Card, Facing Page 51
(Please Turn to Page 86)



LITERATURE

LP-Gas Industrial Truck

Some of the advantages of powering industrial trucks with LP-gas are reported in a new information sheet prepared by the **Hyster Co.** It deals with an installation of cushion-tired trucks of the 6000-8000 lb capacity group.

Circle 101 on Card, Facing Page 51

Live Storage Rack Folder

Live storage in a wide variety of applications is the subject of a new folder prepared by **The Rapids-Standard Co., Inc.** Point of use storage is graphically described.

Circle 102 on Card, Facing Page 51

Trolley Conveying System

The Alvey-Ferguson Co. introduces its overhead trolley conveying systems in a new eight-page, two-color catalog. The new brochure contains several installation photographs as well as details on each of the component parts.

Circle 103 on Card, Facing Page 51

Port of Los Angeles Directory

The 12th edition of the **Port of Los Angeles Shipping Directory** now is available. It lists agents, ship lines, trade routes, sailing frequencies, and other ports served.

Circle 104 on Card, Facing Page 51

Power Scoop for Bulk Material

Alden Equipment Co. is introducing its new power scoop, which permits one man to unload bulk materials from box cars or inside storage, in a four-page leaflet.

Circle 105 on Card, Facing Page 51

Bagging Scale

Richardson Scale Co. gives details describing and illustrating its E-50 automatic bagging scale in a new six-page bulletin. With four photographs and six cut-away line drawings, the bulletin 3749B, details the E-50's design, capacities, gravity or power feed operation, and discharge.

Circle 106 on Card, Facing Page 51

Industrial Warehousing

Bond Steel & Storage Co. has prepared an eight page analysis outlining the function of industrial warehousing. Based on actual, highly successful operating experience, it contains functional charts of interest to executives in management, planning and control, manufacturing, sales, and industrial traffic.

Circle 107 on Card, Facing Page 51

Two Case Studies on Handling

Two case studies on paper handling problems now are available from **Lewis-Shepard Products Inc.** Each bulletin carries the reader step-by-step through the operation. One study shows how gravity-feed racks and fork trucks reduced space 50 per cent and insured first-in, first-out rotation. High stacking, narrow-aisle walkie trucks eliminated an undesirable inventory cut in a paper merchant's warehouse in the second case.

Circle 108 on Card, Facing Page 51

Tapes and Papers

The Owens-Corning Fiberglas Corp. has prepared a four-page illustrated brochure showing ways to cut operating costs, and step up plant efficiency with Fiberglas reinforced tapes and papers.

Circle 109 on Card, Facing Page 51

FILM

Air Freight and Distribution

A new sound and color film which explains the savings made possible by using air freight in national distribution programs has been released by **United Air Lines.**

Entitled "Ship Best Way," the 28-minute film is based on a composite of case histories. The central character is a traffic manager whose company desires to lower its operating expenses to meet competition.

Requests for free showing should be sent to **R. L. Mangold**, manager of cargo sales, **United Air Lines**, 36 S. Wabash Ave., Chicago 3, Ill.

Lift Truck Brochure

A battery-powered fork truck of 2000-lb cap is described in a new six-page brochure offered by the **Industrial Truck Div., Clark Equipment Co.** Full dimensions, specifications and performance characteristics of the EC-20 are included.

Circle 110 on Card, Facing Page 51

Concrete Flooring

How the ingredients of **Emeri-Top-concrete** make a durable surface hardened floor is explained in a four-page bulletin available from **Walter Maguire Co., Inc.** Photographs show actual installations and the step-by-step procedure on how to lay a surface-hardened concrete floor.

Circle 111 on Card, Facing Page 51

Wire Rope Handbook

The use and care of wire rope is the subject of a new handbook available from **Wire Rope Corp. of America.** The book tells how to select the right rope for your specific needs; methods of socketing, splicing and installation and important points on safety.

Circle 112 on Card, Facing Page 51

Lift Truck Catalog

"Be Years Ahead With **Allis-Chalmers Fork Lift Trucks**" is the title of a 16-page catalog being offered by the **Engine-Material Handling Div., Allis-Chalmers Mfg. Co.** The catalog covers the FT series of lift trucks, telling the engineering, design, construction and operating story of the units.

Circle 113 on Card, Facing Page 51

Box and Pallet Nailing Machine

A machine which changes wire into nails and drives them at three a second to make crate panels, box shooks or skids is described by the **Auto-Nailer Co.** in a new leaflet.

Circle 114 on Card, Facing Page 51

Closed Circuit Television System

Insul-8 Corp. has prepared a brochure on its closed circuit television systems for industrial, commercial and military use.

Circle 115 on Card, Facing Page 51

Warehouse Leaflet

Services and facilities of Seaway Stevedoring Co., Inc., are presented in a leaflet available to companies servicing the Chicago port area. The company operates a modern steamship-barge terminal and storage facilities at the Chicago Regional Port District, Lake Calumet.

Circle 116 on Card, Facing Page 51

Wirebound Pallet Box Brochure

The Wirebound Box Mfrs. Assn. has prepared an eight-page illustrated brochure showing wirebound pallet boxes in use in industry and agriculture.

Circle 117 on Card, Facing Page 51

Hydraulic Crane

Austin-Western has prepared two new pieces of literature covering its hydraulic crane. Bulletin AD-2407 covers working ranges and capacities and Bulletin AD-2422 gives basic specifications and lists all available attachments.

Circle 118 on Card, Facing Page 51

Side Loader

An eight-page bulletin containing information on The Traveloader, a side-loading handling unit, is offered by Baker Industrial Trucks, Div of The Otis Elevator Co. This unit is manufactured in capacities from 4000 to 30,000 lb. It performs three distinct operations: it stacks like a fork truck, carries like a platform truck and delivers like a road truck.

Circle 119 on Card, Facing Page 51

Warehouse Service Folder

The Ryder Bonded Warehouse has just issued a new folder describing its many services. This Miami warehouse offers complete physical distribution facilities.

Circle 120 on Card, Facing Page 51

Pneumatic Conveying Systems

A 16-page technical bulletin, describing and illustrating the applications of pneumatic conveying systems designed for handling dry bulk materials, is being offered by Fuller Co. It tells how pneumatic systems cut handling costs, increase efficiency and assure high production rate with minimum maintenance. It is illustrated.

Circle 121 on Card, Facing Page 51

Oven Conveyor

M-H Standard Corp. is offering literature on Armorbelt, an aluminum belt conveyor for moving materials through ovens, dryers, and other heat applications.

Circle 122 on Card, Facing Page 51

Unitized Shipping

Western Pacific is offering information on an improved method of handling unitized shipments. A method of stacking and strapping a unit, with opening for fork lift blades, that can be handled and shipped without the need for the conventional pallet is described and illustrated.

Circle 123 on Card, Facing Page 51

Gasoline Engine Bulletins

Hercules Motors Corp. is offering two revised bulletins describing its two-cylinder and four-cylinder air-cooled gasoline engines. The new bulletins include basic installation diagrams and a power chart indicating horsepower rating, torque, and performance characteristics with which ratings can be determined under varying conditions.

Circle 124 on Card, Facing Page 51

BOOKS

Papers on Packaging Conference

Copies of the papers delivered at the Technical Sessions of the Packaging Institute during the Packaging Machinery and Materials Exposition now are available.

The papers cover a wide range of topics of interest to the packaging industry. Among these are discussions of several aspects of polyethylene packaging, developments in the plastic extrusion field, and carton manufacturing.

On the subject of new machinery, there are several papers offering ideas on selection, installation, and servicing. Training personnel to obtain maximum performance is another subject covered.

The complete set of papers, priced at \$5, may be obtained from the Packaging Institute, 342 Madison Ave., New York 17, N Y.

Reprints of Transloading Story

"Transloading—Time Saver and Distribution Aid," an article appearing in the May issue of DISTRIBUTION AGE, is now offered as reprints. The article includes a description of service, an explanation of what it means to the shipper, discussion of the shipper's obligation in requesting transloading, and a complete guide to the service as offered by each of 18 railroads.

Reprints cost 25 cents per copy and \$10 per 100 copies. Orders can be placed with The Editor, DISTRIBUTION AGE, Chestnut St. at 56th, Philadelphia, Pa.

For prompt service, use postage-free postcard provided to obtain FREE LITERATURE and NEW PRODUCT information described in this issue. All material is FREE unless otherwise noted.

Warehouse Facilities

Cherokee Warehouses, Inc., Chattanooga, Tenn., has prepared a folder describing the facilities and services offered at its four warehouse locations. Map showing the relationship of Chattanooga to its potential area is included.

Circle 125 on Card, Facing Page 51

Heavy Duty Rear Axles

A four-page catalog describing the new line of International truck-build heavy-duty rear axles has been prepared by the Motor Truck Div. of International Harvester Co. The catalog contains a two-page cross-sectional view of the single-reduction axle.

Circle 126 on Card, Facing Page 51

All Purpose Hand Truck

Brooks & Perkins, Inc. is offering a four-page folder picturing and describing its expanded line of magnesium two-wheeled hand trucks and accessories.

Circle 127 on Card, Facing Page 51

Crane-Mounted Plate Handler

A four-page bulletin describing the Nobel Company pushbutton plate and sheet handler for use with floor or cab-operated cranes now is available.

Circle 128 on Card, Facing Page 51

Dock Leveling Device

A catalog sheet, illustrating and describing a new line of mechanically counterbalanced, truck-actuated dock leveling devices has been published by Rowe Methods, Inc. Three models are listed with capacities of 20,000 lb.

Circle 129 on Card, Facing Page 51

Pneumatic Tube Catalog

An illustrated catalog on pneumatic tube systems has been prepared by Standard Conveyor Co. It contains detailed information on Standard's systems, terminals and carriers.

Circle 130 on Card, Facing Page 51

(Please Turn to Page 83)

'Save-A-Day' Shipping Center Speeds Orders

Fork trucks, truck drag, conveyors move the 10,000 items produced by this company through the warehouse to customers

FORK trucks, an overhead truck drag, and conveyors interlocked in one system have cut 24 hours off the delivery time for orders of Crouse-Hinds Co. of Syracuse, N. Y.

This new system, housed in a \$1,300,000 distribution center, has reduced much of the manual labor and paperwork required under the old procedure.

The company's 10,000 cast electrical conduit fittings are produced in a factory across the street from the warehouse. Here, each product is made into unit loads using open end pallet crates. These are loaded on one of the three trailers which operate in a shuttle service between the plant and warehouse.

When the rig arrives at the enclosed warehouse dock, the operator opens the overhead door by radio control in the tractor cab. The trailer is backed into position and the dockboard adjusted for safe unloading by fork lift.

The open-end pallet boxes then are placed in specified steel racks. This is the heart of the storage system. The four-tier racks are 11 ft high and spaced twelve feet apart to allow fork trucks to move freely. Storage compartments for volume, rapid-turnover items are located nearest receiving area, to keep forklift operation to a minimum.

Order Picking

Running between these rows of racks is an overhead truck drag 1400 ft long. Four-wheeled carts are hooked into line at 20-ft intervals.

The code number on the blackboard of a dragline truck alerts an employee that the next item in the order being assembled on that truck comes from his section. The truck is unhooked and the item placed on it. Rehooked onto the dragline, after the number of the next stop has been marked on its blackboard, the cart



Overhead truck drag carries orders between sections of the warehouse and out to the packing departments

travels on. The system operates at 36 fpm. The carts are equipped with canvas wheels which have a 10-year life expectancy on the emery-treated floor. In addition to the blackboard, each cart is equipped with a special compartment to carry the orders.

When the order is complete, the truck-drag system takes it to the packing area. Individual packing stations have scales, inclined writing desks, and steel storage compartments for excelsior and shipping cartons. Complete orders are put on a roller conveyor which carries them to the shipping dock.

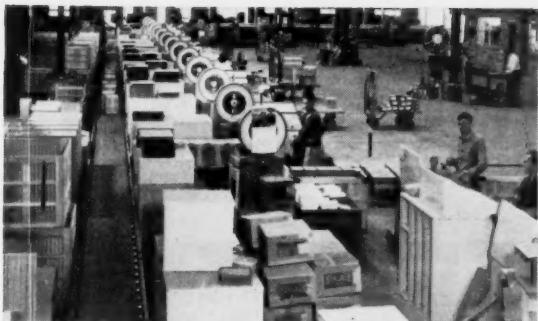
A pushbutton central control station automatically directs shipments at six-second intervals to any of nine outbound loading stations. Deflector gates, electronically actuated, guide these shipments as they move down roller conveyors to the over-the-road carrier.

128,000 Sq Ft

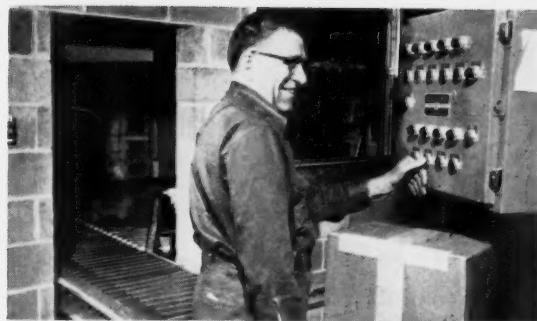
The building itself is 320 x 400 ft, providing 128,000 sq ft of floor space. It is constructed of steel with reinforced concrete foundations and floors. Walls are insulated steel panels, each panel consisting of two layers of zinc asbestos coated steel, separated by fiberglass insulation.

Air is circulated through the building by a powered exhaust system built in the metal roof deck. Fluorescent lights are used throughout the building. Windows and skylights concentrate daylight in the packing and checking areas.

Utilities and services are brought to the building underground from the main plant across the street.



Orders wait on trucks for packers to prepare them for shipment. They move to the truck dock on conveyor



Push-button central control station automatically distributes shipments to any of the outbound truck docks



On the truck dock, deflector gates, electronically actuated, guide shipments down conveyor to correct truck



Trailers, carrying unit loads from plant, arrive at this dock. Three trailers operate shuttle service to the plant

These include telephone, fire alarm, steam, and gas stand-by. Steam supplied from the main steam plant is distributed to 40 thermostatically controlled unit heaters.

Also housed in the building is a shop for making boxes for export and heavy packaged goods. There is an air-conditioned office which accommodates 30 clerical employees. An intercom system allows direct communications between the office and the main building or with workers in the storage and dock areas. Windows on three sides of the office give a clear view of all warehousing operations.

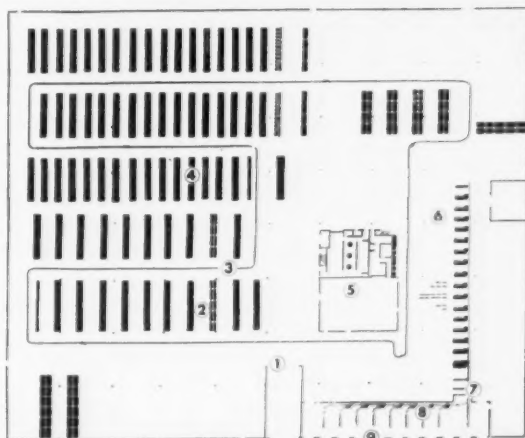
Under the previous warehouse setup, finished-goods storage was inadequate. Restricted aisle space and repetitive handling were inconveniences which slowed up the shipping process. It took nine separate moves to take an item from final assembly to an outbound truck.

The new facility, however, has minimized these problems. At the same time Crouse-Hinds introduced other features to speed shipments. Paperwork has been reduced through use of new order sheets. These sheets simplify checking of items before packing. Pre-cut stencil labels are another time saver in the packing area. •



Conduits, unit-loaded at plant, are carried by fork lift to metal racks in warehouse where orders are picked

Unit load arrives at dock (1) and is moved by fork lift to racks (2) for storage. Trucks on dragline (3) carry all items in one order. Blackboard on truck alerts the orderpicker (4) if item is needed from his section. Other points of interest: office (5), packing area (6), push-button control (7), loading gates (8), and truck docks (9)



Fresh Fish for Inland

Canada's inland cities receive fish from both coasts in new container rented to shippers by the Canadian National Railways. New service holds promise for many who ship perishables

A NEW aluminum container is carrying fresh fish long distances without appreciable deterioration.

Invented by the Department of Research and Development of the Canadian National Railways, the box will hold a temperature of 29.5 deg. for 100 hours or more. This is ample time to move fish inland from the coast, and since fish freeze at 28.8 deg., "Canex" sounds like the answer to a fisheries' industry need for an LCL container.

It also holds promise for other perishable specialties. Such items as cut flowers and meats shape up as likely candidates.

Although Canada is a leading exporter of fish, Canadians are reputed to be second from the poorest fish consumers. The prize headache for the industry is that the main concentration of Canada's population is far inland. Small wonder, then, that complaints arose in the bigger centers where fresh fish is marketed. One survey showed that 40 per cent of fish delivered in Montreal, Toronto and Ottawa had developed spoilage odors before it reached the customer.

Experience with "Canex" reveals that fresh fish can be delivered from either coast with no loss of flavor. Reminiscent of a storybook treasure chest in appearance, the new patented CNR container



supplants the ice-filled wooden box.

Outside construction is of aluminum sheet with three inches of styrofoam insulation between the inner and outer walls. Outside dimensions are 35½ x 31 x 24 in. high.

Inside the box are six (one for each surface) aluminum plaques or pillows which fit snugly against the inner walls. In each of the plaques, rubber tubes hold a eutectic (salt) solution, designed to freeze at 29 deg. Before shipment, the plaques are frozen in a refrigerator until there is no liquid left. Once in place, they surround the entire inside surface so that no heat can be transferred to the fish. All this shipping container requires of the industry is that the usual top quality fresh fish be plant-chilled to 29°F. No icing or

further handling of the container is required.

Carries 160 Lb.

Inside space available for fish measures 26 x 19 x 13 in. "Canex" will carry about 160 net lb. of fresh fish, either in the usual 20-lb. fillet boxes or loose in the round, as required by the trade. The weight empty is approximately 160 lb. and the gross weight of the lading, including the usual wooden fillet boxes, would be 180 lb. "Canex" can be carried by two men, since mechanical equipment is not available at a number of points.

Owned by the railway company, the containers are rented to the fisheries trade. The rental is one cent per net pound of contents for each going transit day. Tests under year-round conditions, in bag-

Markets

gage and express cars, have demonstrated that the specified temperature is maintained to within one degree plus or minus. It's particularly valuable for shipments from points which ship in small daily quantities and from which it is not economically possible to forward by refrigerated express.

Consumption Increase

The railway hopes that as "Canex" steps up the quality of the product, consumption and rail transportation of fresh fish will increase. Users thus far have noticed a decrease in shrinkage and a marked improvement in the taste of the fish. The fish juices are not leached out, since the fish aren't in contact with water ice. Shrinkage has never exceeded one half of one per cent on any shipment.

To encourage wholesalers to accept "Canex" shipments, the railway makes this concession: "We have suggested that, where a retailer's requirements are as much as 140 to 160 lb., shipment can be billed to the wholesaler care of the retailer, and delivered to the latter direct from the Express Department for the wholesaler's account. This effects a saving in the wholesaler's delivery costs and ensures protection of quality until delivery. This practice is now being followed."

The CNR points out that the present version of "Canex" is not suitable for use with frozen products. Using the same principle, the research team is also working on a modified plaque which will provide a temperature of 13 deg. Such a container would fill the void of transportation of quick frozen foods to the many in-between points where such service is not now available.

But the present edition of "Canex" fills a long-felt want: It offers a four-day guarantee of preserved quality for fresh fish moving from either coast to inland points.●

20 Rules for Bosses in Dealing with Office Help

What makes your secretary unhappy in the office? Try these rules to find an answer

By Ernest W. Fair

HOW often have you cast a quizzical eye at the office door as your secretary left after taking dictation, certain that she was unhappy about something?

Usually we shrug off the whole business with the press of more important matters. Not so the secretary. She knows that to do a good job she needs the help of her boss.

These 20 rules for bosses, suggested by secretaries, can help your secretary do her work:

1. Learn to speak slowly and distinctly, particularly when dictating.
2. Have the work organized when you call your secretary for dictation.
3. Write legibly. Trying to type from poorly written notes is frustrating.
4. Give her good equipment with which to work. Even the best secretary cannot turn out top quality work on an old typewriter. Work done on a new typewriter cannot be duplicated on an ancient machine.
5. Have a business routine and stick to it.
6. Keep the appointments she makes for you.
7. Don't raid her desk.
8. Do some of the little things yourself.
9. Avoid a rush of work at quitting time.
10. Tell her where you are going when you leave the office.
11. Keep romance out of the office—make sure all the men on the staff understand this.
12. Do a few of the nuisance chores yourself.
13. Stay out of the office files.
14. Take the blame for your own mistakes. Almost every secretary listed this as one of her "pet peeves."
15. When you borrow something from your secretary's desk return it immediately.
16. Don't resent the coffee break or other rest period she snatches.
17. Never expect too much of your secretary. Most secretaries say that bosses expect them to work miracles on short notice. Secretaries are human.
18. Back up your secretary's authority in the organization.
19. Pay her a decent salary and don't forget an occasional raise.
20. Let her know what's going on. Her interest in the business increases with the degree to which she shares secret plans and programs.●

Compensation and Water Damage Policies

Do you employ out-of-state workers or long-shoremen? You may need one of these special endorsements for workmen's compensation

COMPLETING the roundup of insurance available to warehousemen and carriers are two additional types of policies. These are workmen's compensation and water damage.

A. Compensation Insurance

Each state has enacted its own compensation law with varying eligibility requirements and benefits payable. These variations coupled with the fact that there are seven "monopolistic" states which require all compensation coverage be written in their state funds makes it difficult to resume this type of policy.

A number of states have also provided disability laws. These

specify certain payments for non-occupational illness and injuries which may be suffered by employees engaged in specified industries, subject to the number of workmen engaged and length of service. The employer must provide the necessary policy coverage unless he can qualify as a "self-assured."

In either case, failure to provide benefits as prescribed under the disability or compensation laws will result in severe penalties.

Basis of Premium

Most compensation insurance premiums are computed by the same methods. A specific rate is applied to each \$100 of payroll expended, subject to a number of modifying factors. Conditions which affect the Compensation premium and/or coverage may be briefly described:

1. Operations aboard vessels. The jurisdiction of any state ends at the water line of any navigable body of water, any loading or unloading of a vessel or stowing of cargo, including supervision of these operations, would require the attachment of the "United States Harbor Worker's endorsement." The need for this endorsement is rare.

2. "All state" endorsement. The laws of many states are "extra territorial" in that accidents occurring anywhere in the world are

covered if the claim is presented in the state of employment. Other states permit filing of a claim only if the injury occurs within the state. To protect out-of-state workers, an "all state" endorsement is needed. One condition for which this endorsement is required is local workmen hired to load and unload trucks. If these men are domiciled in another state, the standard Compensation policy would not provide coverage. The "all state" endorsement extends the employer's liability section of the policy to cover extra-territorial operations.

However, the "all state" endorsement does not:

(a) Apply in the "monopolistic" states unless specifically corrected by rider.*

(b) Increase the \$25,000 limit applicable to the employer's liability section (paragraph 1B) of the policy, \$100,000 protection is suggested.

3. Executives. Some states have eliminated executives from the benefits of compensation laws. In several instances claims have been recognized when it was found that the officer was working as an employee at the time of the injury. Voluntary compensation coverage would eliminate this exposure.

4. Wages subject to audit. In most jurisdictions the insurance company representatives will not audit payrolls, for compensation premium purposes, in excess of \$5200 annually, provided the payrolls records are properly set-up to indicate when the payments reach \$5200.

Overtime payrolls will be reduced to the regular levels if these payrolls are segregated for the auditor.

5. Employment of contractors. The employer may be liable for payment of compensation benefits to employees of contractors he hires. These may be operators
(Please Turn to Page 90)

Other Coverage

A. Compensation Insurance

1. Operations aboard vessels
2. "All state" endorsement
 - a. Monopolistic states
 - b. Limit applicable
3. Executives
4. Wages subject to audit
5. Employment of contractors
6. Premium discounts
7. Experience rating
8. Retrospective rating

B. Water Damage Insurance

1. Sources of loss
2. Co-insurance percentages
3. Deductible credits
4. Legal liability coverage
5. Property of other tenants

*The "monopolistic" states are Nevada, North Dakota, Oregon, Washington, Wyoming, Ohio, West Virginia. Eleven other states have competitive funds.

INCREASED speed and accuracy in the control of stock has been achieved by installation of a tabulating card register system at the Barco Manufacturing Co. in Barrington, Ill.

With this method, source data is written directly on a tabulating card at the same time that the source document is written on an autographic register. Barco adopted a new material transfer ticket for stock control, using this system.

The company has an unusually wide variety of stock. It makes flexible joints for hydraulic tubing and steam heat connections, portable hammers, rock drills, sheathing drivers, rammers, and allied industrial equipment.

A two-part continuous register form and a continuous tabulating card make up the material transfer ticket. The ticket is hand-written on a special register which permits the tab card and the two-part form to be written simultaneously.

Distribution of the parts follows: Part one (white) is the stores department copy. Part two (blue) goes with the material. Part three (tab card) goes to the tabulating department for punching.

The tickets are prepared in the stockroom where both rough material and finished components are stored. When material is withdrawn from stock or moved from one department to another, a material transfer ticket is written on the register. For stock withdrawal, the employee receiving the material signs the ticket. If material is moved from one department to another, the foreman signs the ticket.

Part one of the register form is retained by the stockroom to control inventories. It then becomes a permanent record copy. Part two travels with the material. Part three, the tab card portion, is held until the end of the day. At that time all the cards for the day are sent to the tabulating department.

In the tabulating department, the tab cards are checked to see that all numbers are accounted for. The written information is then punched into the card. These cards are subsequently used for inventory, material in progress reports, material cost reports, stock status summaries, and other reports.

Some of the many advantages

Three-Part Form Aids Stock Control

Single writing on register supplies record for inventory, record to accompany material, and card which goes to tabulating department

Barco has found since adopting this system are:

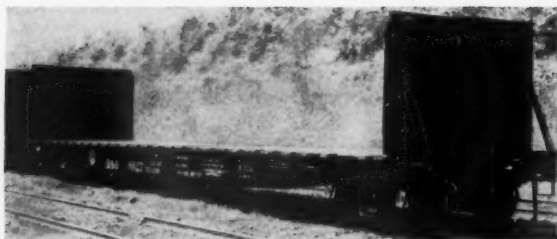
1. The source data is written directly on the tab card at the original writing simultaneously with the source document. This greatly lessens the possibility of key punch errors. It also provides

fast subsequent checks and eliminates special files of documents.

2. The matching numbers on register forms and tabulating cards provide positive control.

3. Internal copies for transfer of goods are immediately available. •

Two-part register form (below) and tabulating card (above) are written simultaneously on a register in the stock room. Data on tab card is converted to a punched code in the tabulating room



Traffic Men Suggest Ideal Flatcar

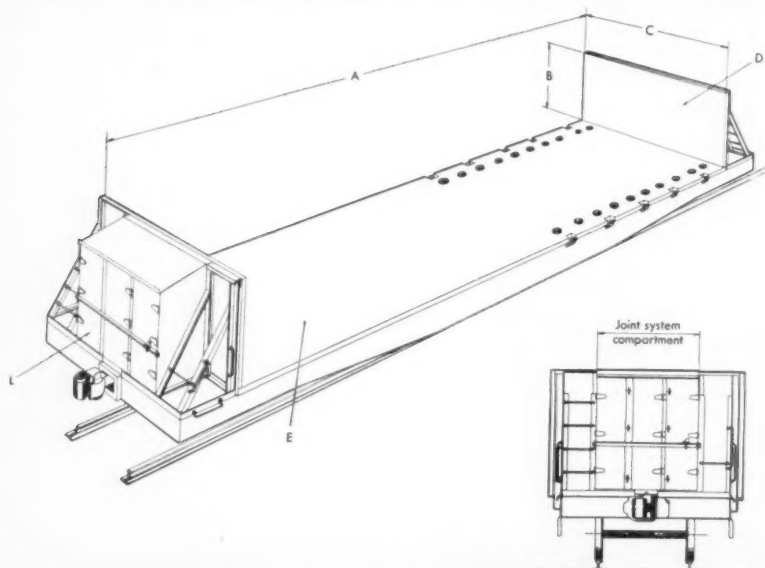
Study conducted by Gypsum Association
Traffic Committee sets top standards

THE RAILROAD flatcar has undergone an exhaustive study by members of the Gypsum Association Traffic Committee.

Field tests were conducted with

more than 700 flatcars currently in use. The ideal flatcar recommendations, derived from the study, have been established to increase both carloadings and usage and to allow complete mechanical unloading.

Car recommended by the Gypsum Association is 48 ft 6 in. long (A), has 78 in. bulkhead (B) surfaced (D) with 2 in. of wood. Width (C) is 10 ft. Smooth wood flooring (E) and compartment at end of car (L) are recommended



The Association recommends redesigned flatcars providing the following features: (1) A 48 ft 6 in. spacing between bulkheads to accommodate heavier shipments of multiple stacks. (2) Protective bulkheads at each end of cars a minimum of 78 in. high to accommodate larger loads. (3) Minimum car and bulkhead width of 10 ft with bulkheads wood-faced to a minimum of 2 in. thickness and all bulkhead fastenings counter-sunk. (4) Smooth wood flooring of sufficient thickness to support the 15,000 lb capacity lift trucks in regular use. (5) Fixed type anchor devices preferably with devices recessed in the car floor and flush with the top of the floor. The tying surface of the devices recommended should be of sufficient width to allow for usage of 1 1/4 in. flat steel bands. The preferred device is a simple U bolt with a tying surface parallel to the car length. (6) Movable devices also are acceptable provided they are of the U bolt design, move only in a vertical plane, and do not extend more than 1 1/4 in. above the car floor. When not in use the movable devices must be recessed below the top surface of the floor to prevent damage to the shipments. (8) A special compartment located behind the bulkhead on one end of the car for storage of gypsum wallboard joint materials. Such a compartment should contain 60 to 70 cu ft and be reasonably weatherproofed. Compartments should be equipped with hinged doors and door closures so that car seals can be used. Bulkhead bracing may be included inside the compartment but must be free of burrs and other defects that would tear cartons or bags.

Shipments of wallboard on well designed flatcars with bulkheads average 80,000 lb per car. In boxcars, the shipments average about 50,000 lb. It requires by hand, approximately eight man hours to load a boxcar and from 28 to 32 man-hours for unloading. But a flatcar of the recommended design can be loaded using mechanical equipment, in about 30 minutes and unloaded in from two to four man-hours. •

'See Here, Mr. Light . . .'

What's ahead for the railroads—Mr. Light presented one man's opinion in the April issue of DA; now several rail executives take exception to the way he stated the problem, and to his solutions

EDITOR'S NOTE: Wayne W. Light's article entitled "What's Ahead for the Railroads?" appeared in the April issue of DISTRIBUTION AGE. In this article Mr. Light analyzed the current rail problem. He presented some rather startling causes and effects; and some of his suggested solutions were even more startling.

Mr. Light, for example, claimed that the railroads always have resisted every kind of progress offering the slightest hint of competition. He also said that the rails and the government are following ill-advised, fallacious, and harmful courses.

The presidents of several railroads take issue. Their exceptions and counter solutions are presented below.

THE troubles of the railroads are very real." On this point, and this point alone, do most rail executives find themselves in agreement with Wayne Light's April analysis of the rail problem. A number of railroad presidents commented on the article, and most of their comments were of a critical nature. Their responses varied only in the degree of disagreement.

Complete Disagreement

Typical of the remarks directed at Mr. Light were those of E. S. Marsh, president of the Atchison, Topeka and Santa Fe. Mr. Marsh said:

"I find myself in almost complete disagreement, not only with Mr. Light's analysis of the railroad position, but also with his recommended solution.

"Mr. Light does recognize the obvious fact that there has been a transportation revolution in the past 30 years which has outmoded a system of federal regulation based on the assumption of a near monopoly of inland transportation by the railroads. Today, with the rapid development of new forms of transportation there is intensive competition for all types of traffic.

"The growth of this competition has been fostered and accelerated by two major factors:

"1. A system of federal regulation which strictly limits the competitive efforts of the railroads while the great bulk of the highway and waterway competition is unregulated;

"2. A governmental policy of promoting and subsidizing other competing forms of transportation, either by direct cash payments or by providing facilities and services free or at less than cost.

"Mr. Light gives only passing recognition to these inequalities in the treatment of the railroads and their competitors. He suggests that the efforts of the railroads to obtain equality of regulation and the elimination of subsidies by

the assessment of adequate user charges for facilities and services furnished highway, air and water carriers at government expense, is an attempt to destroy the other competing forms of transportation.

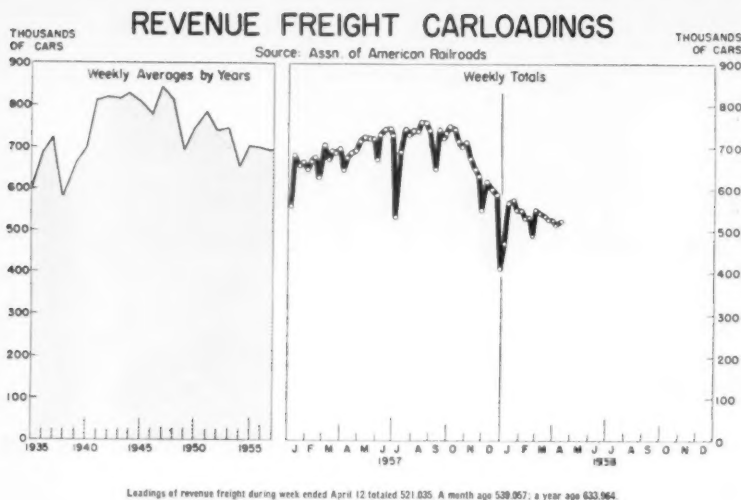
Of course, it is true that with the elimination of artificial handicaps, the railroads would expect to regain some of the traffic which has been diverted to other forms of transportation; but that is not destructive competition. Certainly the public will best be served if each carrier is free to realize its inherent economic advantages.

"Mr. Light lays great stress on the flexibility of truck service which is, of course, an advantage in meeting shippers' needs. On the other hand, an inherent advantage of the railroad, as Mr. Light also recognizes, is the ability to handle long haul freight traffic in large volume at low cost.

"In the long run, the shipper should benefit if each mode of transportation is free to compete on an equal basis and to realize its inherent economic advantages. Commission regulation still would be present to prevent below-cost rates or other types of unfair competition.

"Apparently Mr. Light feels that railroads should not compete with other forms of transportation and that they should not be permitted to engage in such competition.

(Please Turn Page)



‘See Here, Mr. Light . . .’

(Continued from Preceding Page)

This view may be colored by his assumption that in seeking the right to compete on an equal basis, the railroads are seeking the right to destroy their competitors. He says that the railroads totally ignore ‘the rightful existence of other forms of transportation.’ Nothing could be further from the truth.

“The railroads are well aware that it would neither be desirable nor possible for them to destroy the many and varied forms of competing transportation. All they are seeking is equal regulation—an equal opportunity to compete—with adequate regulatory controls to prevent destructive competition.

“Mr. Light would confine each type of carrier to what he regards as its particular sphere. The motor carriers would handle pick-up and delivery; the railroads would handle the long haul—apparently in piggyback service—but would be barred from providing their own trucks and trailers for piggyback service. The operators of each form of transport would compete in their own field, but the different forms would not compete with each other.

“Mr. Light realizes that some means would have to be found to keep each form of transportation in what he regards as its proper field; and to meet this problem, he

would set up a ‘Master Plan’ for transportation. Although he says this Master Plan would be ‘based on free enterprise,’ he recognizes that it would have to be guided by some ‘nonpolitical and nonpartisan’ authority.

“It seems perfectly obvious to me that such a super-authority administering a Master Plan assigning each form of transportation to a limited sphere of activity would be about as far removed from free enterprise as we could possibly get.

“Instead of the freedom to compete under equal regulation which the railroads seek, the Master Plan would arbitrarily limit competition. Instead of less regulation, there would be more regulation.

“If this were coupled with Mr. Light’s treatment of the subsidy question (instead of imposing adequate user charges for facilities and services provided by the government for other forms of transportation, he would subsidize the railroads too), we would be well on our way to complete government control and eventually government ownership of all forms of transportation. Moreover, the proposal to increase government subsidies instead of eliminating them by the imposition of adequate user charges would be

another step along the road to runaway inflation.

“It is my firm conviction that serious consideration should be given to the more moderate program advocated by the railroads, before we turn to drastic remedies such as those proposed by Mr. Light. The railroads believe that if they are freed from the artificial restraints which limit their ability to compete, that if equal regulation is extended to all segments of the transportation industry, and that if adequate user charges are assessed for the facilities and services furnished at government expense to competing modes of transportation—that if these basic changes are made in our overall transportation policy—then each mode of transport will find its proper place in the overall field of freight transportation on the basis of its inherent economic advantages.

“And in that event, there will be no need for a super authority. Surely these reasonable remedies should be given a fair trial before resort is had to the drastic steps proposed by Mr. Light.”

Government Subsidy

W. A. Johnston, president of the Illinois Central, was more moderate than Mr. Marsh in his criticism of the Light article. Mr. Johnston said:

“Mr. Light is dead right in his statement that railroads, because of their ability, should be the keystone of a total transportation system. I also agree with him that all forms of transportation must have closer working agreements. My own view is that these desirable objectives can best be achieved through truly integrated transportation systems.

“I also welcome Mr. Light’s suggestion that our institutions of higher learning should concern themselves more deeply in the problems of total transportation. Some of our great universities have made valued contributions, and I would like to see even more activity along that line. I believe educational research has much to offer in this field, as in many others.

“Where I find myself in greatest
(Please Turn to Page 92)

ANOTHER step toward solution of the so-called "deteriorating railroad situation" was taken last month when the Smathers Committee listed eight specific recommendations. The recommendations resulted from the recently concluded hearings of the Committee.

Officially, the Smathers group is the Surface Transportation Subcommittee of the Senate Committee on Interstate and Foreign Commerce. The Subcommittee announced agreement on the eight specific recommendations to be reported favorably to the full Committee.

The Recommendations

The recommendations propose:

1. A federal guarantee of up to \$700 million in loans to railroads, with up to \$150 million to be used by the railroads for operating expenses and interest on existing debts. The loans would be made by private industry.

2. Establishment of a "construction reserve fund" as a means of obtaining tax deferrals. This is a move to stimulate investment in equipment and facilities.

3. To provide greater flexibility in the fixing of rates. This would be done through an amendment to the Interstate Commerce Act.

4. To make more effective provisions of the Act enabling the ICC to remove discrimination against interstate or foreign commerce found to develop from intrastate rates.

5. To give the ICC greater authority to discontinue unprofitable and burdensome railroad services.

6. To limit the scope and application of the Agricultural commodities clause of the Act; with exception of frozen fruits and vegetables and imported agricultural commodities, which would be made subject to regulation.

7. To make it clear that all commercial transportation of property by motor vehicle in interstate or foreign commerce, except private carriage and transportation otherwise specifically exempt, is subject to regulation. This would incorporate into law the prohibition against buy and sell operations.

8. To provide for a transportation policy study group of three

Smathers Unit Sounds Railroad SOS

Senate Subcommittee recommends eight specific 'help the railroad' measures, including federally guaranteed loans, and more freedom in rate making

qualified experts to make a study and report within 18 months.

In an aside move, the Committee recommended to the Senate that:

1. The excise transportation tax be repealed.

2. Charges for carrying mail be made more equitable.

3. A more realistic depreciation allowance be adopted.

Reaction to the Report

As expected, reaction to the Committee's eight proposals varied. The railroads see it as a fine forward step, with certain reservations. Truckers and inland waterway operators took violent exception to some of the recommendations. The Committee itself was not in complete agreement.

In a separate statement, Senator Lausche took exception to that portion of the loan provision which would provide money for operating expenses and debt interest. He would not repeal the 10 per cent tax on passenger traffic, but he agreed with the freight tax (3 per cent) repeal.

Senator Purtell, another Committee member, expressed general agreement with the report, but reserved the right to make later comment on certain provisions with which he is not in agreement.

The official railroad position was expressed by Daniel P. Loomis, president of the Association of American Railroads. Loomis said:

"Although the proposed legisla-

(Please Turn to Page 93)

Legislative Line-Up—On the Railroads

S. 3778—Senator George A. Smathers on May 8 introduced a bill to amend the Interstate Commerce Act. The Bill was designed to "strengthen and improve the national transportation system." The Bill was referred to the Senate Committee on Interstate and Foreign Commerce. The Senator said that the Bill aims to carry out the recommendations of his Surface Transportation Subcommittee. S. 3778 was introduced to enable the full Committee to have specific provisions of proposed law to work with in considering the problem.

H.R. 11527—Representative Oren Harris conducted an executive session of the Transportation-Communications Subcommittee of the House Committee on Interstate and Foreign Commerce on May 8. The meeting was called to consider H.R. 11527, Rep. Harris' bill which would provide a 90 per cent guarantee of private loans to common carriers.

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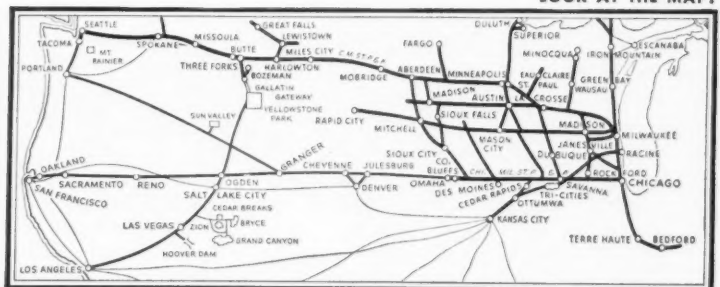


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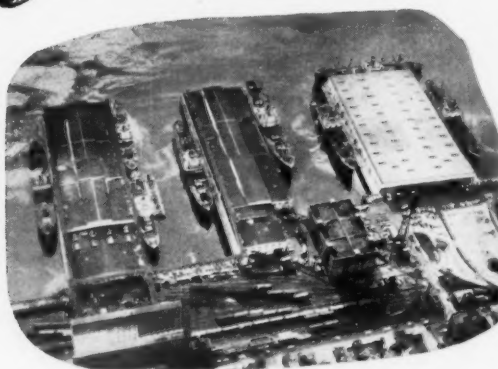
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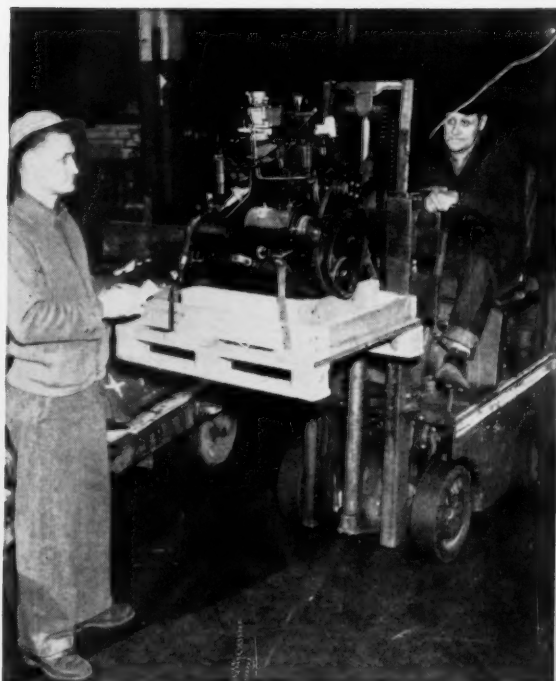
Add it up . . . the total cost of moving a shipment from your location to its overseas destination. Boston offers a total saving on total cost because this NEW Port of Boston means business . . . better business for you . . . faster, safer, cheaper.

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Twice the Life...One-third the Operating Costs

INDUSTRIAL TRUCK SPECIFICATIONS—1958-59

Equipment Review IV

Specifications of some 1000 different models and types of industrial trucks are included in this 16-page section. Due to space limitations, basic models only are listed for each of the firms represented. A multitude of variations, to fit the needs of the individual user, are available.

The entire section, from Pages 67 to 82, has been reprinted in booklet form. Copies can be obtained

at 50¢ each by writing The Editor of DISTRIBUTION AGE, Chestnut & 56th Sts., Philadelphia 39, Pa. Quantity lot prices will be quoted on request. Where tire and wheel dimensions are listed, the following guide should be followed:

Solid Molded On:

Tire Outside Diameter x Rim Width

Solid Pressed On:

Tire Outside Diameter x Base Width x Wheel O.D.

Pneumatic Wide Base:

Tire Outside Diameter x Cross Section Width x Rim O.D.

Pneumatic Narrow Base:

Cross Section Width x Rim Outside Diameter

Pneumatic Single Tube:

Tire Outside Diameter x Cross Section Width

Pneumatic Single Tube (Wheel):

Tire Outside Diameter x Cross Section Width

POWERED END-LOADING (STRADDLE) CARRIERS

MAKE AND MODEL	Maximum Load Cap. (Lb.)	Load Space (In.)		Package Size (In.)	Service Weight (Lb.)	Power Type	Overall Dimensions (In.)			Wheels			Turning Radius (In.)				Load Shoes			Engine	Transmission		Running Speeds (mph)																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																															
		Inside Height	Inside Width				Length	Steering Wheel Height to Top of	Wheel Base (In.)	Number Steering	Number Driving	Tire Sizes		Without Load	With Frame-Load		Length (In.)	Width of Face (In.)	Maximum Lift (From Ground)		Shoes Swing	Bolt/Wheel Width (Bolt/Wheel)		Make and Model	Horsepower	Number Forward	Number Reverse	Maximum Forward	With Maximum Load																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																									
Gelfinger	12-RH	12000	60	45	40	48	9000	G	Hyd	146	97	75 ¹ / ₂	141	88	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	

ABBREVIATIONS

1—These units also available in 30,000

lb. capacity.

2—Three shors 32" each.

3—Hercules WXL/C³ at 142 hp. also

4—24 x 6 x 38.

A—Automatic.

C—Chain.

Continental Motors Corp.

E—Electric.

G—Gasoline engine.

GD—Gasoline at Diesel engine.

G-E—Gas Electric.

Her—Hercules.

Hyd—Hydraulic.

Int.—International Harvester Co.

N—New model.

PP—Back and pinion.

Y—Yes.

POWERED HIGH-LIFT FORK OR PLATFORM TRUCKS

MAKE AND MODEL	Maximum Load Capacity (Lb.)	Service Weight (Lb.)—Excluding Battery	Operator—Sits, Stands, Walks	POWER TYPE	MAST		OVERALL DIMENSIONS										TURNING RADIUS With 40" x 48" Pallet		BATTERY		SPEEDS With Capacity Load		TIRE SIZES									
					Tilt	Wheelbase (In.)	Face of Forks to Centerline of Forks (In.)	Load Center (In.)	Length		Under-clearance	Height (In.)				Outside (Tailswing) (In.)	Intersecting Aisle Width (In.)	Minimum Aisle for Right Angle Stacking (In.)	Normal Voltage	Ampere Hours	Forward (Mph.)	Hoisting (Fpm.)	Lowering (Fpm.)	Drive Wheels	Steering Wheels							
									Less Forks (In.)	Standard Fork (In.)		Mast Collapsed	Mast Extended	Lifting	Mast Collapsed											Mast Extended	Maximum Including Carriage or Backguard					
Allis-Chalmers	1FB20-15	2000	S	GL	Hyd	Y	38	11 1/2	15	62 1/2	30	7	3	24 1/2	59	82 1/2	60	119	202 1/2	180	62 1/2	10 1/4	53 1/4	122 1/4	5 1/2	44	6.00 9	5.00 8				
	1FB20-15	3750	S	GL	Hyd	Y	38	11 1/2	15	66 1/2	30	8 1/4	3	24 1/2	59	82 1/2	60	119	202 1/2	180	68 1/2	10 1/4	53 1/4	122 1/4	5 1/2	44	6.00 9	5.00 8				
	1FB20-24	2000	4180	S	GL	Hyd	Y	38	11 1/2	15	62 1/2	30	7	3	24 1/2	59	82 1/2	60	119	202 1/2	180	62 1/2	10 1/4	53 1/4	122 1/4	7.0 4	44	6.00 9	5.00 8			
	1FB20-24	2000	4180	S	GL	Hyd	Y	38	13 1/4	15	66 1/2	30	8 1/4	3	24 1/2	59	82 1/2	60	126	226 1/2	200	68 1/2	10 1/4	56 1/4	130 3/4	6.6 4	44	6.00 9	5.00 8			
	1FB20-15	3000	4980	S	GL	Hyd	Y	40	12 1/4	15	71 3/4	30	8 1/4	3	24 1/2	53	88 1/2	60	126	226 1/2	200	70	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8			
	1FD30-15	3000	5725	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8			
	1FD30-15	3000	5725	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8			
	1FTD30-24	3000	5825	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8			
	1FTD30-24	3000	6375	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8			
	1FTD30-24	3000	6475	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8			
	1FTD40-18	4000	6210	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8			
	1FTD40-18	4000	6310	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8			
	1FTD40-18	4000	6480	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8			
	1FTD40-24	4000	6480	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8			
	1FTD40-24	4000	7275	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8			
	1FTD40-24	4000	7375	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8			
	1FTD50-24	5000	7175	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8			
	1FTD50-24	5000	7275	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8			
	1FTD50-24	5000	7840	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8			
	1FTD50-24	5000	8025	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8			
	1FTD60-24	6000	9125	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8			
	1FTD60-24	6000	10400	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8			
	1Dual FTD60-24	6000	10500	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8			
	1FTD70-24	7000	9800	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8			
	1FTD70-24	7000	9890	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8			
1FTD90-24	9000	10000	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8				
1FTD90-24	9000	10000	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8				
1FT100-24	10000	13575	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8				
1FT100-24	10000	13575	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8				
FTL100-24	10000	13650	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8				
FTL100-24	10000	13650	S	GL	Hyd	Y	40	12 1/4	15	76 3/4	36	5 1/2	3	24 1/2	53	88 1/2	60	126	226 1/2	200	72 1/2	7	61	82 3/4	6.6 4	45	6.00 9	5.00 8				
American Loadmobile	1FT-55	2400	Ss	EM	Hyd	Opt	10	5 1/2	24 1/2	68 1/2	72 1/2	5 1/2	24 1/2	63 1/2	63	106	86	83	146	126	60	4	60	83	12	400	4.0	24	48	10-5.737	7.5	
	1FE-10	1000	2580	Ss	EM	Hyd	Y	10	5 1/2	24 1/2	68 1/2	72 1/2	5 1/2	24 1/2	63 1/2	63	106	86	83	146	126	60	4	60	83	12	400	4.0	24	48	10-5.737	7.5
	1FE-10	1500	2680	Ss	EM	Hyd	Y	10	5 1/2	24 1/2	68 1/2	72 1/2	5 1/2	24 1/2	63 1/2	63	106	86	83	146	126	60	4	60	83	12	400	4.0	24	48	10-5.737	7.5
	1FE-10	1500	2680	Ss	EM	Hyd	Y	10	5 1/2	24 1/2	68 1/2	72 1/2	5 1/2	24 1/2	63 1/2	63	106	86	83	146	126	60	4	60	83	12	400	4.0	24	48	10-5.737	7.5
	1FE-10	2000	2820	Ss	EM	Hyd	Y	10	5 1/2	24 1/2	68 1/2	72 1/2	5 1/2	24 1/2	63 1/2	63	106	86	83	146	126	60	4	60	83	12	400	4.0	24	48	10-5.737	7.5
	1FE-10	2000	2820	Ss	EM	Hyd	Y	10	5 1/2	24 1/2	68 1/2	72 1/2	5 1/2	24 1/2	63 1/2	63	106	86	83	146	126	60	4	60	83	12	400	4.0	24	48	10-5.737	7.5
	1FE-10	2000	2820	Ss	EM	Hyd	Y	10	5 1/2	24 1/2	68 1/2	72 1/2	5 1/2	24 1/2	63 1/2	63	106	86	83	146	126	60	4	60	83	12	400	4.0	24	48	10-5.737	7.5
	1FE-10	2000	2820	Ss	EM	Hyd	Y	10	5 1/2	24 1/2	68 1/2	72 1/2	5 1/2	24 1/2	63 1/2	63	106	86	83	146	126	60	4	60	83	12	400	4.0	24	48	10-5.737	7.5
	1FE-10	2000	2820	Ss	EM	Hyd	Y	10	5 1/2	24 1/2	68 1/2	72 1/2	5 1/2	24 1/2	63 1/2	63	106	86	83	146	126	60	4	60	83	12	400	4.0	24	48	10-5.737	7.5
	1FE-10	2000	2820	Ss	EM	Hyd	Y	10	5 1/2	24 1/2	68 1/2	72 1/2	5 1/2	24 1/2	63 1/2	63	106	86	83	146	126	60	4	60	83	12	400	4.0	24	48	10-5.737	7.5
	1FE-10	2000	2820	Ss	EM	Hyd	Y	10	5 1/2	24 1/																						

[illegible]

For Abbreviations and Symbols see Page 77

POWERED HIGH-LIFT FORK OR PLATFORM TRUCKS (CONTINUED)

MAKE AND MODEL	Maximum Load Capacity (Lb.)	POWER TYPE	MAST		OVERALL DIMENSIONS										TURNING RADIUS With 40" x 48" Pallet			BATTERY		SPEEDS With Capacity Load		TIRE SIZES					
			Tilt	Wheelbase (In.)	Face of Forks to Center Line of Front Axle (In.)	Load Center (In.)	Length		Under-clearance	Height (In.)				Outside (Tailswing) (In.)	Intersecting Aisle Width (In.)	Minimum Aisle for Right Angle Stacking (In.)	Normal Voltage	Forward (Mph.)	Hoisting (Fpm.)	Lowering (Fpm.)	Drive Wheels	Steering Wheels					
							Standard Fork (In.)	At Truck (In.)		At Mast (In.)	Free Lift (In.)	Mast Collapsed	Mast Extended										Lifting	Mast Collapsed	Mast Extended	Maximum	Maximum Overall-Including Carriage or Backguard
Baker (Cont.)	FCD-150	15000	EM	10	3	78	20	32 1/2	127	42	5 1/2	41	60	99 1/2	95 1/2	83	124	100	182	15	22 1/4	15x10					
	EPD-060	6000	EM	10	3	64	24	24	73 1/2	53	53	68	67	96 1/2	117	18 1/4	105	68	180	20	22x6	10x6					
	EPD-100	10000	EM	10	3	64	24	24	74	60	31 1/2	68	67	96 1/2	117	18 1/4	105	68	180	20	22x6	10x6					
	EPD-100	10000	EM	10	3	64	24	24	74	60	31 1/2	68	67	96 1/2	117	18 1/4	105	68	180	20	22x6	10x6					
	EPD-100	10000	EM	10	3	64	24	24	74	60	31 1/2	68	67	96 1/2	117	18 1/4	105	68	180	20	22x6	10x6					
	EPD-100	10000	EM	10	3	64	24	24	74	60	31 1/2	68	67	96 1/2	117	18 1/4	105	68	180	20	22x6	10x6					
	EPD-100	10000	EM	10	3	64	24	24	74	60	31 1/2	68	67	96 1/2	117	18 1/4	105	68	180	20	22x6	10x6					
	EPD-100	10000	EM	10	3	64	24	24	74	60	31 1/2	68	67	96 1/2	117	18 1/4	105	68	180	20	22x6	10x6					
	EPD-100	10000	EM	10	3	64	24	24	74	60	31 1/2	68	67	96 1/2	117	18 1/4	105	68	180	20	22x6	10x6					
	EPD-100	10000	EM	10	3	64	24	24	74	60	31 1/2	68	67	96 1/2	117	18 1/4	105	68	180	20	22x6	10x6					
TJF-300, TJF-300	24TKF-100	10000	EM	10	3	64	24	24	74	60	31 1/2	68	67	96 1/2	117	18 1/4	105	68	180	20	22x6	10x6					
	24TKF-100	10000	EM	10	3	64	24	24	74	60	31 1/2	68	67	96 1/2	117	18 1/4	105	68	180	20	22x6	10x6					
	24TKF-100	10000	EM	10	3	64	24	24	74	60	31 1/2	68	67	96 1/2	117	18 1/4	105	68	180	20	22x6	10x6					
	24TKF-100	10000	EM	10	3	64	24	24	74	60	31 1/2	68	67	96 1/2	117	18 1/4	105	68	180	20	22x6	10x6					
	24TKF-100	10000	EM	10	3	64	24	24	74	60	31 1/2	68	67	96 1/2	117	18 1/4	105	68	180	20	22x6	10x6					
	24TKF-100	10000	EM	10	3	64	24	24	74	60	31 1/2	68	67	96 1/2	117	18 1/4	105	68	180	20	22x6	10x6					
	24TKF-100	10000	EM	10	3	64	24	24	74	60	31 1/2	68	67	96 1/2	117	18 1/4	105	68	180	20	22x6	10x6					
	24TKF-100	10000	EM	10	3	64	24	24	74	60	31 1/2	68	67	96 1/2	117	18 1/4	105	68	180	20	22x6	10x6					
	24TKF-100	10000	EM	10	3	64	24	24	74	60	31 1/2	68	67	96 1/2	117	18 1/4	105	68	180	20	22x6	10x6					
	24TKF-100	10000	EM	10	3	64	24	24	74	60	31 1/2	68	67	96 1/2	117	18 1/4	105	68	180	20	22x6	10x6					
Barrett-Gravens	JCL-1-15	1000	EM	10	5	31	11	15	55 1/2	4	3	12	83	107	90	83	137	120	137	57 1/2	32	240	5.0	30	40	40	
	JCL-1-15	1000	EM	10	5	31	11	15	55 1/2	4	3	12	83	107	90	83	137	120	137	57 1/2	32	240	5.0	30	40	40	
	JCL-1-15	1000	EM	10	5	31	11	15	55 1/2	4	3	12	83	107	90	83	137	120	137	57 1/2	32	240	5.0	30	40	40	
	JCL-1-15	1000	EM	10	5	31	11	15	55 1/2	4	3	12	83	107	90	83	137	120	137	57 1/2	32	240	5.0	30	40	40	
	JCL-1-15	1000	EM	10	5	31	11	15	55 1/2	4	3	12	83	107	90	83	137	120	137	57 1/2	32	240	5.0	30	40	40	
	JCL-1-15	1000	EM	10	5	31	11	15	55 1/2	4	3	12	83	107	90	83	137	120	137	57 1/2	32	240	5.0	30	40	40	
	JCL-1-15	1000	EM	10	5	31	11	15	55 1/2	4	3	12	83	107	90	83	137	120	137	57 1/2	32	240	5.0	30	40	40	
	JCL-1-15	1000	EM	10	5	31	11	15	55 1/2	4	3	12	83	107	90	83	137	120	137	57 1/2	32	240	5.0	30	40	40	
	JCL-1-15	1000	EM	10	5	31	11	15	55 1/2	4	3	12	83	107	90	83	137	120	137	57 1/2	32	240	5.0	30	40	40	
	JCL-1-15	1000	EM	10	5	31	11	15	55 1/2	4	3	12	83	107	90	83	137	120	137	57 1/2	32	240	5.0	30	40	40	
Champ	1200	4000	EM	10	6	44	28	24	120	42	15	8	N	91	138	66	140	232	182	236	6	25.0	72	13.00	24	7.50	15
	1200	4000	EM	10	6	44	28	24	120	42	15	8	N	91	138	66	140	232	182	236	6	25.0	72	13.00	24	7.50	15
	1200	4000	EM	10	6	44	28	24	120	42	15	8	N	91	138	66	140	232	182	236	6	25.0	72	13.00	24	7.50	15
	1200	4000	EM	10	6	44	28	24	120	42	15	8	N	91	138	66	140	232	182	236	6	25.0	72	13.00	24	7.50	15
	1200	4000	EM	10	6	44	28	24	120	42	15	8	N	91	138	66	140	232	182	236	6	25.0	72	13.00	24	7.50	15
	1200	4000	EM	10	6	44	28	24	120	42	15	8	N	91	138	66	140	232	182	236	6	25.0	72	13.00	24	7.50	15
	1200	4000	EM	10	6	44	28	24	120	42	15	8	N	91	138	66	140	232	182	236	6	25.0	72	13.00	24	7.50	15
	1200	4000	EM	10	6	44	28	24	120	42	15	8	N	91	138	66	140	232	182	236	6	25.0	72	13.00	24	7.50	15
	1200	4000	EM	10	6	44	28	24	120	42	15	8	N	91	138	66	140	232	182	236	6	25.0	72	13.00	24	7.50	15
	1200	4000	EM	10	6	44	28	24	120	42	15	8	N	91	138	66	140	232	182	236	6	25.0	72	13.00	24	7.50	15
Clark	C20	4000	EM	10	6	44	28	24	120	42	15	8	N	91	138	66	140	232	182	236	6	25.0	72	13.00	24	7.50	15
	C20	4000	EM	10	6	44	28	24	120	42	15	8	N	91	138	66	140	232	182	236	6	25.0	72	13.00	24	7.50	15
	C20	4000	EM	10	6	44	28	24	120	42	15	8	N	91	138	66	140	232	182	236	6	25.0	72	13.00	24	7.50	15
	C20	4000	EM	10	6	44	28	24	120	42	15	8	N	91	138	66	140	232	182	236	6	25.0	72	13.00	24	7.50	15
	C20	4000	EM	10	6	44	28	24	120	42	15	8	N	91	138	66	140	232	182	236	6	25.0	72	13.00	24	7.50	15
	C20	4000	EM	10	6	44	28	24	120	42	15	8	N	91	138	66	140	232	182	236	6	25.0	72	13.00	24	7.50	15
	C20	4000	EM	10	6	44	28	24	120	42	15	8	N	91	138	66	140	232	182	236	6	25.0	72	13.00	24	7.50	15
	C20	4000	EM	10	6	44	28	24	120	42	15	8	N	91	138	66	140	232	182	236	6	25.0	72	13.00	24	7.50	15
	C20	4000	EM	10	6	44	28	24	120	42	15	8	N	91	138	66	140	232	182	236	6	25.0	72	13.00	24	7.50	15
	C20	4000	EM	10	6	44	28	24	120	42	15	8	N	91	138	66	140	232	182	236	6	25.0	72	13.00	24	7.50	15

[illegible]

POWERED HIGH-LIFT FORK OR PLATFORM TRUCKS (CONTINUED)

MAKE AND MODEL	Maximum Load Capacity (Lb.)	POWER TYPE	MAST		OVERALL DIMENSIONS										TURNING RADIIUS With 40° x 40" Pallet			BATTERY		SPEEDS With Capacity Load		TIRE SIZES				
			Telescopic	Tilt	Wheelbase (In.)	Line of Forks to Center of Front Axle (In.)	Load Center (In.)	Length		Under-clearance	Height (In.)				Intersecting Aisle Width (In.)	Outside (Tailswing) (In.)	Minimum Aisle for Right Angle Stacking (In.)	Normal Voltage	Amperes Hours	Forward (Mph.)	Hoisting (Fpm.)	Lowering (Fpm.)	Drive Wheels	Steering Wheels		
								Less Forks (In.)	Standard Fork (In.)		At Truck (In.)	At Mast (In.)	Mast Collapsed	Mast Extended											Lifting	Minimum Over-All Including Carriage or Backguard
Eiwell-Parker - Cont.	1R-50	50000	60700 ⁷	EM	N	110	27	42 ²	172	84 ¹	7	7	94	144	84	144	191	28	155	275	72	3	6	40	35-22	35-18
	1R-60	60000	68900 ⁷	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1E-11	4000	3300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1E-11	4000	3300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1E-11	4000	3300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1E-11	4000	3300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1E-11	4000	3300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1E-11	4000	3300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1E-11	4000	3300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1E-11	4000	3300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1E-11	4000	3300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1E-11	4000	3300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1E-11	4000	3300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1E-11	4000	3300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1E-11	4000	3300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1E-11	4000	3300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1E-11	4000	3300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1E-11	4000	3300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1E-11	4000	3300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1E-11	4000	3300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
Gorlinger	1S-50	50000	60700 ⁷	EM	N	110	27	42 ²	172	84 ¹	7	7	94	144	84	144	191	28	155	275	72	3	6	40	35-22	35-18
	1S-60	60000	68900 ⁷	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1S-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1S-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1S-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1S-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1S-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1S-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1S-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1S-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1S-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1S-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1S-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1S-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1S-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1S-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1S-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1S-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1S-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1S-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
Hyster	1H-50	50000	60700 ⁷	EM	N	110	27	42 ²	172	84 ¹	7	7	94	144	84	144	191	28	155	275	72	3	6	40	35-22	35-18
	1H-60	60000	68900 ⁷	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1H-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1H-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1H-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1H-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1H-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1H-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1H-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1H-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1H-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1H-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1H-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1H-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1H-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	144	191	28	155	275	72	3	6	40	35-22	35-18
	1H-10	10000	15300	EM	N	110	27	45 ²	177	90 ²	11	7	88	144	88	14										

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POWERED HIGH-LIFT FORK OR PLATFORM TRUCKS (CONTINUED)

MAKE AND MODEL	Maximum Load Capacity (Lb.)	POWER TYPE	MAST	OVERALL DIMENSIONS										TURNING RADIUS With 40" x 48" Pallet			BATTERY		SPEEDS With Capacity Load		TIRE SIZES													
				Operator—Sits, Stands, Walks	Lift— Fork or Platform	Motive	Lift	Telescopic	Tilt		Wheelbase (In.)	Face of Forks to Centerline of Front Axle (In.)	Load Center (In.)	Length		Underclearance	Height (In.)				Intersecting Aisle Width (In.)	Minimum Aisle for Right Angle Stacking (In.)	Normal Voltage	Amperre Hours	Forward (Mph)	Hoisting (Fpm.)	Lowering (Fpm.)	Drive Wheels	Steering Wheels					
									Forward (Deg.)	Rearward (Deg.)				Standard Fork (In.)	Less Forks (In.)		At Truck (In.)	At Mast (In.)	Free Lift (In.)	Mast Collapsed										Mast Extended	Lifting	Maximum Mast Collapsed	Maximum Mast Extended	Maximum Overall—Including Carriage or Backguard
Mobilift—Cont.	1D-424	4000	S	Fk	GL	Y	10	3	48	15 1/2	24	82 1/2	36	3	64	68	130	100	110	214	184	214	80	71 1/2	68 1/2	98	6	100	10.0	40	67 1/2	21 1/2	16 1/2 x 11 1/2	
	1L-524	5000	S	Fk	GL	Y	10	3	48	15 1/2	24	82 1/2	36	3	64	68	130	100	110	214	184	214	80	71 1/2	68 1/2	98	6	100	10.0	40	67 1/2	21 1/2	16 1/2 x 11 1/2	
	1E-524	5000	S	Fk	GL	Y	11	3	45	11 1/2	15	64 1/2	30	4	57	68	104	79	110	168	164	188	59 1/2	0	53 1/2	70 1/2	6	100	6.0	45	45	17 1/2	12 1/2	8 1/2 x 4 1/2
	1H-524	2500	S	Fk	GL	Y	11	3	47	11 1/2	15	67 1/2	30	4	57	68	104	79	110	168	164	188	59 1/2	0	53 1/2	70 1/2	6	100	6.0	45	45	17 1/2	12 1/2	8 1/2 x 4 1/2
	1H-524	3000	S	Fk	GL	Y	10	3	48	13 1/2	15	74 1/2	30	4	56	68	106	80	110	180	164	180	64 1/2	0	62	78 1/2	6	100	6.0	50	50	17 1/2	12 1/2	8 1/2 x 4 1/2
Merlift...	STMS-84	1600	S	Fk	EM	Y	10	3	49 1/2	13 1/2	24	29	36	2	6	68	106	84	82	142	120	142	60	5	60	72	24	200	4.0	25	FV	10 1/2	10 1/2	10 1/2 x 5
	STMS-120	1750	S	Fk	EM	Y	10	3	49 1/2	13 1/2	24	29	36	2	6	68	106	84	82	142	120	142	60	5	60	72	24	200	4.0	25	FV	10 1/2	10 1/2	10 1/2 x 5
	1TMC-1	1000	S	Fk	EM	Y	10	4	36	14	24	20	30	5	6	68	106	84	82	142	120	142	50	1	48	108	36	330	6.0	FV	17 1/2	10 1/2	10 1/2 x 5	
	1TMC-2	2000	S	Fk	EM	Y	10	4	36	14	24	20	30	5	6	68	106	84	82	142	120	142	50	1	48	108	36	330	6.0	FV	17 1/2	10 1/2	10 1/2 x 5	
	1TMC-3	1000	S	Fk	EM	Y	10	3	36	14	24	20	30	5	6	68	106	84	82	142	120	142	50	1	48	108	36	330	6.0	FV	17 1/2	10 1/2	10 1/2 x 5	
Moto-Truc	TMS-84	3000	S	Fk	EM	Y	10	3	48	13 1/2	24	35	36	2	6	68	106	84	82	142	120	142	66	5	66	78	24	310	4.0	28	FV	10 1/2	10 1/2	10 1/2 x 5
	TMS-120	3000	S	Fk	EM	Y	10	3	48	13 1/2	24	35	36	2	6	68	106	84	82	142	120	142	66	5	66	78	24	310	4.0	28	FV	10 1/2	10 1/2	10 1/2 x 5
	2290	3000	S	Fk	EM	Y	10	3	48	13 1/2	24	35	36	2	6	68	106	84	82	142	120	142	66	5	66	78	24	310	4.0	28	FV	10 1/2	10 1/2	10 1/2 x 5
	1900	1900	W	Fk	EM	Y	10	3	48	13 1/2	24	35	36	2	6	68	106	84	82	142	120	142	66	5	66	78	24	310	4.0	28	FV	10 1/2	10 1/2	10 1/2 x 5
	1900	1900	W	Fk	EM	Y	10	3	48	13 1/2	24	35	36	2	6	68	106	84	82	142	120	142	66	5	66	78	24	310	4.0	28	FV	10 1/2	10 1/2	10 1/2 x 5
Ollver	56-15	4000	S	Fk	EM	Y	10	3	41	7	18 1/2	55	36 1/2	3	2 1/2	67	83	66	82	160	144	144	N	N	N	N	12	70	14.4	25	Var	12-26	8.00	16
	56-15	4000	S	Fk	EM	Y	10	3	41	7	18 1/2	55	36 1/2	3	2 1/2	67	83	66	82	160	144	144	N	N	N	N	12	70	14.4	25	Var	12-26	8.00	16
	CB-63-25	1800	S	Fk	EM	Y	10	3	44	7	24 1/2	68	48 1/2	3	2 1/2	83	83	66	83	83	66	66	2.5	2.0	2.0	10 1/2	18	16	2.5	2.0	2.0	10 1/2	10 1/2	10 1/2
	CB-94-25	2500	S	Fk	EM	Y	10	3	44	7	24 1/2	68	48 1/2	3	2 1/2	83	83	66	83	83	66	66	2.5	2.0	2.0	10 1/2	18	16	2.5	2.0	2.0	10 1/2	10 1/2	10 1/2
	CB-120-25	3000	S	Fk	EM	Y	10	3	44	7	24 1/2	68	48 1/2	3	2 1/2	83	83	66	83	83	66	66	2.5	2.0	2.0	10 1/2	18	16	2.5	2.0	2.0	10 1/2	10 1/2	10 1/2
Ottawa	CB-63-20	2000	S	Fk	EM	Y	10	3	44	7	24 1/2	68	48 1/2	3	2 1/2	83	83	66	83	83	66	66	2.5	2.0	2.0	10 1/2	18	16	2.5	2.0	2.0	10 1/2	10 1/2	10 1/2
	CB-63-20	2000	S	Fk	EM	Y	10	3	44	7	24 1/2	68	48 1/2	3	2 1/2	83	83	66	83	83	66	66	2.5	2.0	2.0	10 1/2	18	16	2.5	2.0	2.0	10 1/2	10 1/2	10 1/2
	CB-63-20	2000	S	Fk	EM	Y	10	3	44	7	24 1/2	68	48 1/2	3	2 1/2	83	83	66	83	83	66	66	2.5	2.0	2.0	10 1/2	18	16	2.5	2.0	2.0	10 1/2	10 1/2	10 1/2
	CB-63-20	2000	S	Fk	EM	Y	10	3	44	7	24 1/2	68	48 1/2	3	2 1/2	83	83	66	83	83	66	66	2.5	2.0	2.0	10 1/2	18	16	2.5	2.0	2.0	10 1/2	10 1/2	10 1/2
	CB-63-20	2000	S	Fk	EM	Y	10	3	44	7	24 1/2	68	48 1/2	3	2 1/2	83	83	66	83	83	66	66	2.5	2.0	2.0	10 1/2	18	16	2.5	2.0	2.0	10 1/2	10 1/2	10 1/2
Pettibone-Mercury	1E-57	6000	S	Fk	GE	Y	12	57	16 1/2	24	83	42	6 1/2	4 1/2	65	96	175 1/2	144	138	259 1/2	228	204	76 1/2	63	165	84	6	150	10.0	30	57	22 1/2	16 1/2	15 1/2 x 6 1/2
	1E-73	9000	S	Fk	GE	Y	12	73	16 1/2	24	83	42	6 1/2	4 1/2	65	96	175 1/2	144	138	259 1/2	228	204	76 1/2	63	165	84	6	150	10.0	30	57	22 1/2	16 1/2	15 1/2 x 6 1/2
	1G-15	1500	S	Fk	GE	Y	10	4	44	15	24	71	30	5	4	66	84	84	84	120	140	140	61	66	116	6	100	10.0	45	45	6.00	9	6.00	9
	1G-20A	3500	S	Fk	GE	Y	10	4	44	15	24	71	30	5	4	66	84	84	84	120	140	140	61	66	116	6	100	10.0	45	45	6.00	9	6.00	9
	1G-25	2500	S	Fk	GE	Y	10	4	44	15	24	71	30	5	4	66	84	84	84	120	140	140	61	66	116	6	100	10.0	45	45	6.00	9	6.00	9
Pettibone Mulliken	1G-30H	3000	S	Fk	GE	Y	10	4	44	15	24	71	30	5	4	66	84	84	84	120	140	140	61	66	116	6	100	10.0	45	45	6.00	9	6.00	9
	1G-30H	3000	S	Fk	GE	Y	10	4	44	15	24	71	30	5	4	66	84	84	84	120	140	140	61	66	116	6	100	10.0	45	45	6.00	9	6.00	9
	1G-40H	6000	S	Fk	GE	Y	13	6	54	18 1/2	24	96 1/2	36	6	5 1/2	8	65	64	95	144	168	85	10	79	152	6	100	15.0	45	45	7.00	12	6.00	9
	1G-40H	8000	S	Fk	GE	Y	13	6	54	18 1/2	24	96 1/2	36	6	5 1/2	8	65	64	95	144	168	85	10	79	152	6	100	15.0	45	45	7.00	12	6.00	9
	1G-40H	8000	S	Fk	GE	Y	13	6	54	18 1/2	24	96 1/2	36	6	5 1/2	8	65	64	95	144	168	85	10	79	152	6	100	15.0	45	45	7.00	12	6.00	9
Super 15	1YW-40	4000	S	Fk	GE	Y	10	3	48	15 1/2	24	84	36	7	3	68	106	84	84	144	168	102	12	121	190	6	100	15.0	45	45	7.50	12	7.00	12
	1YW-40	4000	S	Fk	GE	Y	10	3	48	15 1/2	24	84	36	7	3	68	106	84	84	144	168	102	12	121	190	6	100	15.0	45	45	7.50	12	7.00	12
	1YW-40	4000	S	Fk	GE	Y	10	3	48	15 1/2	24	84	36	7	3	68	106	84	84	144	168	102	12	121	190	6	100	15.0	45	45	7.50	12	7.00	12
	1YW-40	4000	S	Fk	GE	Y	10	3	48	15 1/2	24	84	36	7	3	68	106	84	84	144	168	102	12	121	190	6	100	15.0	45	45	7.50	12	7.00	12
	1YW-40	4000	S	Fk	GE	Y	10	3	48	15 1/2	24	84	36	7	3	68	106	84	84	144	168	102	12	121	190	6	100	15.0	45	45	7.50	12	7.00	12
Super 30	1YW-40	4000	S	Fk	GE	Y	10	3	48	15 1/2	24	84	36	7	3	68	106	84	84	144	168	102	12	121	190	6	100	15.0	45	45	7.50	12	7.00	12
	1YW-40	4000	S	Fk	GE	Y	10	3	48	15 1/2	24	84	36	7	3	68	106	84	84	144	168	102	12	121	190	6	100	15.0	45	45	7.50	12	7.00	12
	1YW-40	4000	S	Fk	GE	Y	10	3	48	15 1/2	24	84	36	7	3	68	106	84	84	144	168	102	12	121	190	6	100	15.0	45	45	7.50	12	7.00	12
	1YW-40	4000	S	Fk	GE	Y	10	3	48	15 1/2	24	84	36	7	3	68	106	84	84	144	168	102	12	121	190	6	100	15.0	45	45	7.50	12	7.00	12
	1YW-40	4000	S	Fk	GE	Y	10	3	48	15 1/2	24	84	36	7	3	68	106	84	84	144														

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POWERED HIGH-LIFT FORK OR PLATFORM TRUCKS (CONTINUED)

MAKE AND MODEL	Maximum Load Capacity (Lb.)	Service Weight (Lb.)—Excluding Battery	Operator—Sits, Stands, Walks	POWER TYPE	MAST		OVERALL DIMENSIONS										TURNING RADIUS With 40" x 48" Pallet				BATTERY		SPEEDS With Capacity Load		TIRE SIZES																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																	
					Telescopic	Tilt	Wheelbase (In.)	Face of Forks to Center-Line of Front Axle (In.)	Length		Under-clearance At Truck Center (In.)	Height (In.)				Intersecting Aisle Width (In.)	Minimum Aisle for Right Angle Stacking (In.)	Normal Voltage	Amperes Hours	Forward (Mph.)	Hoisting (Fpm.)	Lowering (Fpm.)	Drive Wheels	Steering Wheels																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
									Standard Fork (In.)	Less Forks (In.)		Mast Collapsed	Mast Extended	Free Lift (In.)	Minimum										Maximum																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																	
															Mast Collapsed										Mast Extended	Lifting	Lifting	Mast Collapsed	Mast Extended	Lifting	Lifting																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																											
Yale & Towne—Cont.																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																										</

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3	Counter balanced.	37	51, 63 and 75.	32	250 to 300.				
4	Maximum.	18	Including battery and counter-weight.	33	300 to 432.				
5	Without load.	19	Including battery and counter-weight.	34	350 to 504.				
6	Including optional.	20	320 to 500.	35	400 to 576.				
7	Non-counter balanced.	21	400 to 550.	36	450 to 648.				
8	Counter balanced.	22	450 to 600.	37	Combination steering and drive				
9	Including battery.	23	500 to 650.	38	Load wheels.				
10	60 to 70.	24	600 to 700.	39	600 to 750.				
11	60 to 70.	25	700 to 800.	40	50 to 750.				
12	30 to 35.	26	740 to 800.	41	50 to 32.				
13	With 48" load.	27	32 to 36.	42	25 to 30.				
14	330 to 600.	28	35 to 60.	43	350 to 450.				
15	350 to 600.	29	35 to 60.	44	400 to 500.				
16	350 to 780.	30	400 to 600.	45	300 to 350.				
17	250 to 450.	31	550 to 650.						

32	250 to 300.	46	For minimum standard lift.	DB	Dynamic brake.	HC	Hydraulic and chain.
33	300 to 432.	47	12 (if Diesel).	DE	Diesel engine.	HE	Hydraulic electric.
34	350 to 504.	48	70 and 14.	E-G	Electric or gas-electric.	Hyd	Hydraulic.
35	400 to 576.	49	64 and 20.	EM	Electric motor.	N	No or none.
36	450 to 648.	50	64½ and 20.	EG	Electric motor or gasoline engine.	Opt	Optional.
37	Combination steering and drive	51	96 and 20.	FR	Fork.	RT	Refrigerator.
38	Load wheels.	52	80 and 50.	FK	Fork.	R	Regulated.
39	600 to 750.	53	80½ and 50.	FR	Fork or ram.	S	Size.
40	50 to 750.	54	61½ and 70½.	FR	Fork or ram.	Sp	Sp. Built to specifications.
41	50 to 32.	55	62½ to 80½.	FV	Flow control valve.	SS	Sits or stands.
42	25 to 30.	56	30 to 45.	GD	Gasoline or Diesel engine.	ST	Stand.
43	350 to 450.	57	30 to 32.	GL	Gasoline, LPG or Diesel.	W	Wheels.
44	400 to 500.	58	550 to 800.	GE	Gasoline engine.	Y	Yes.
45	300 to 350.	59	800 to 920.	AB	Automatic regenerative brake.		
		60	920 to 1000.	Ch	Chain.		

POWERED LOW-LIFT FORK OR PLATFORM TRUCKS

MAKE AND MODEL	Maximum Load (Capacity) (Lb.)	Service Weight (Lb.)	Operator—Walks or Rides	POWER TYPE	OVERALL CHASSIS DIMENSIONS (in.)			PLATFORM DIMENSIONS (in.)				FORK DIMENSIONS (in.)				BATTERY		SPEEDS With Capacity Load		GRAD. ABILITY (Per Cent)	WHEELS					
					Length—Excluding Platform or Forks	Width	Height—To Top of Controls	Lowest Underclearance	Minimum	Maximum	Length	Minimum	Maximum	Lateral Outside Overall Width	Height Above Ground		Normal Voltage	Ampere Hours	Truck (Mph.)		Time of Lift (Sec.)	Unloaded Capacity Load	Diameter (in.)	Set Tandem-	Number in Each Fork or Trail	Diameter (in.)
															Minimum	Maximum										
Allis-Chalmers Automatic	GB-20	2000 ¹	1300	R	GE	97 1/2	40 1/2	50	3	55 1/2	26 1/2	26 1/2	16 1/2	10 1/2	16 1/2	30	36	10.0	12	2	14 1/2	1	14 1/2			
	LO-2	4000	3125	R	EM	113	39	41 1/2	2 1/2	55 1/2	27 1/2	27 1/2	10 1/2	16 1/2	30	36	5.4	3.4	2	22 1/2	N	N	2	22 1/2		
	LO-3	6000	3425	R	EM	113	41	41 1/2	2 1/2	55 1/2	27 1/2	27 1/2	10 1/2	16 1/2	30	36	4.0	4.2	2	22 1/2	N	N	2	22 1/2		
	LO-5	10000	4500	W	EM	126 1/2	41 1/2	50	2 1/2	60 1/2	30	60	11	16	36	36	5.5	3.8	2	20 1/2	N	N	2	20 1/2		
	TWH-6	4000		W	EM	Hyd 33 1/2	30	50	2 1/2	30	60	27	6 1/2	21	12	12			1	10 1/2	N	N	2	10 1/2		
	ETWE-4	4000		R	EM	Hyd 28 1/2	32	50	1 1/4	36	72	26 1/2	6 1/2	21	12	12			2	10 1/2	N	N	2	10 1/2		
	EPE-4	4000	1450	R	EM	Hyd 28 1/2	32	50	1 1/4	36	72	26 1/2	6 1/2	21	12	12			2	10 1/2	N	N	2	10 1/2		
	ETWE-6	4000	1340	R	EM	Hyd 28 1/2	32	50	1 1/4	36	72	26 1/2	6 1/2	21	12	12			2	10 1/2	N	N	2	10 1/2		
	ETWE-8	4000	1390	R	EM	Hyd 28 1/2	32	50	1 1/4	36	72	26 1/2	6 1/2	21	12	12			2	10 1/2	N	N	2	10 1/2		
	WPY-4	4000	900	W	EM	Hyd 29 1/2	30 1/4	49	3 1/4	36	72	26 1/2	6 1/2	21	12	12			1	10 1/2	N	N	2	10 1/2		
Baker	WY-4	4000	940	W	EM	Hyd 30 1/2	30 1/4	49	3 1/4	36	72	26 1/2	6 1/2	21	12	12			2	10 1/2	N	N	2	10 1/2		
	WY-6	4000	940	W	EM	Hyd 30 1/2	30 1/4	49	3 1/4	36	72	26 1/2	6 1/2	21	12	12			2	10 1/2	N	N	2	10 1/2		
	WP-4	4000	870	W	EM	Hyd 21 1/2	29	49	1 1/4	36	84	20	26 1/2	6 1/2	21	22	29	59	2.1	3.0	1	10 1/2	N	N	1	10 1/2
	WY-4	4000	940	W	EM	Hyd 30 1/2	30 1/4	49	3 1/4	36	72	26 1/2	6 1/2	21	12	12			1	10 1/2	N	N	1	10 1/2		
	WY-6	4000	780	W	EM	Hyd 21 1/2	29	49	1 1/4	36	84	20	26 1/2	6 1/2	21	22	29	59	2.1	3.0	1	10 1/2	N	N	1	10 1/2
Barrett-Davens	E3	6000	3500	R	EM	Hyd 128	42 1/2	56 1/2	3 1/4	55	84	26 1/2	10 1/2	16 1/2	36	36	450	4.2	3.0	8	22 1/2	N	N	2	22 1/2	
	E5	10000	4500	R	EM	Hyd 134	42 1/2	56 1/2	3 1/4	60	96	26 1/2	10 1/2	16 1/2	36	36	500	3.5	4.0	10	22 1/2	N	N	2	22 1/2	
	PO	4000	1132	W	EM	HE 32 1/2	27 1/4	59 1/2	3 1/4	36	72	20	25	4	(7)	12	(8)	2.5	6.0	28	10	1	10	(4)	(4)	
	PXG	4000	1176	W	EM	HE 32 1/2	27 1/4	59 1/2	3 1/4	36	72	20	25	4	(7)	12	(8)	2.5	5.0	14	10	1	10	(4)	(4)	
	PXG	6000		W	EM	Hyd 24 1/2	29	52	1	36	72	20	36	3 1/4	7 1/4	12	(36)	2.5	6.0	14	9	1	10	(4)	(4)	
Clark	60LP	4000	940	W	E-G	Hyd 26 1/2	32	52	2 1/4	36	72	18	26	8	(10)	12		2.3	10 1/2	6 1/2	1	10 1/2	6 1/2	1	10 1/2	
	40LP	6000	1070	W	E-G	Hyd 26 1/2	32	52	2 1/4	36	72	18	26	8	(10)	12		2.3	10 1/2	6 1/2	1	10 1/2	6 1/2	1	10 1/2	
	60P	6000	1070	W	E-G	Hyd 26 1/2	32	52	2 1/4	36	72	18	26	8	(10)	12		2.3	10 1/2	6 1/2	1	10 1/2	6 1/2	1	10 1/2	
	80LP	8000	1900	W	E-G	Hyd 26 1/2	32	52	2 1/4	36	96	26	26	9	10	12		1.9	10 1/2	6 1/2	1	10 1/2	6 1/2	1	10 1/2	
	100LP	10000	1980	W	E-G	Hyd 26 1/2	32	52	2 1/4	36	72	26	26	9	10	12		1.9	10 1/2	6 1/2	1	10 1/2	6 1/2	1	10 1/2	
Colson	S-4	4000	1075	R	GE	Hyd 30	28			30	72	24	24	(9)	(10)		4.0	2.0	1	10 1/2	Y	Y	2	10 1/2	Y	Y
	DFF-4	4000	1175	R	GE	Hyd 30	28			30	72	24	24	(9)	(10)		4.0	2.0	1	10 1/2	Y	Y	2	10 1/2	Y	Y
Elwell-Parker	EQ-4	4000	2100	R	EM	Mec 95 1/2	31 1/2	54 1/2	3	41	66	24	26 1/2	10 1/2	15	(11)	4.0	2.5	2	15 1/2	N	N	2	15 1/2	N	N
	EQ-4	4000	2100	R	EM	Mec 95 1/2	31 1/2	54 1/2	3	41	66	24	26 1/2	10 1/2	15	(11)	4.0	2.5	2	15 1/2	N	N	2	15 1/2	N	N
	EP-4-11	4000	3150	R	EM	Mec 119 1/2	42 1/2	58 1/2	4	54	120	26 1/2	36	10 1/2	16 1/2	(12)	4.0	4.0	2	22 1/2	N	N	2	22 1/2	N	N
	EP-6	6000	3200	R	EM	Mec 119 1/2	42 1/2	58 1/2	4	54	120	26 1/2	36	10 1/2	16 1/2	(12)	4.0	4.0	2	22 1/2	N	N	2	22 1/2	N	N
	GE-6	8000	3900	R	EM	Mec 125 1/2	42 1/2	58 1/2	4	54	120	26 1/2	36	10 1/2	16 1/2	(12)	4.0	4.0	2	22 1/2	N	N	2	22 1/2	N	N
	EW-6	6000	3650	R	EM	Mec 125 1/2	42 1/2	58 1/2	4	54	120	26 1/2	36	10 1/2	16 1/2	(12)	4.0	4.0	2	22 1/2	N	N	2	22 1/2	N	N
	GE-10	10000	3600	R	EM	Mec 129 1/2	42 1/2	58 1/2	4	54	120	26 1/2	36	10 1/2	16 1/2	(12)	4.0	4.0	2	22 1/2	N	N	2	22 1/2	N	N
	GE-10	10000	4100	R	EM	Hyd 132 1/2	42 1/2	58 1/2	4	54	120	26 1/2	36	10 1/2	16 1/2	(12)	4.0	4.0	2	22 1/2	N	N	2	22 1/2	N	N
	L13-10	10000	6100	R	EM	Hyd 151	48	60 1/2	3	72	36	34	11 1/2	17 1/2	17 1/2	(13)	4.0	6.0	10	22 1/2	Y	Y	4	22 1/2	Y	Y
	L15-20	20000	8750	R	EM	Hyd 159 1/2	50	58	2 1/2	84	34	11 1/2	17 1/2	17 1/2	17 1/2	(13)	4.0	6.0	10	22 1/2	Y	Y	4	22 1/2	Y	Y
Erickson	P5	5000	2700	R	EM	Hyd 146 1/2	45 1/2	58	5	75	41	17 1/2	23 1/2	23 1/2	(13)	2.6	7.0	2	22 1/2	Y	Y	4	22 1/2	Y	Y	
	P7	7000	3000	R	EM	Hyd 138 1/2	56 1/2	60	8	60	50	18	24	24	(13)	2.6	7.0	2	22 1/2	Y	Y	4	22 1/2	Y	Y	
	P10A	10000	3500	R	EM	Hyd 167	56 1/2	60	8	66	41	17 1/2	23 1/2	23 1/2	(13)	2.6	7.0	2	22 1/2	Y	Y	4	22 1/2	Y	Y	
	P13A	13000	4500	R	EM	Hyd 167	56 1/2	60	8	66	41	17 1/2	23 1/2	23 1/2	(13)	2.6	7.0	2	22 1/2	Y	Y	4	22 1/2	Y	Y	
	L-14	30000		R	EM	Hyd 167	56 1/2	60	8	66	41	17 1/2	23 1/2	23 1/2	(13)	2.6	7.0	2	22 1/2	Y	Y	4	22 1/2	Y	Y	
Kalamazoo	P5	5000	2700	R	GE	Hyd 75	40	56	7	60	Var	Var	Var	Var	21	6	20	25.0	24	30	2	6.00/16	N	N	2	6.00/16
	P7	7000	3000	R	GE	Hyd 75	40	56	7	60	Var	Var	Var	Var	21	6	20	25.0	24	30	2	6.00/16	N	N	2	6.00/16
	P10A	10000	3500	R	GE	Hyd 84	40	56	7	60	Var	Var	Var	Var	21	6	20	25.0	24	30	2	6.00/16	N	N	2	6.00/16
	P10A	10000	3500	R	GE	Hyd 84	40	56	7	60	Var	Var	Var	Var	21	6	20	25.0	24	30	2	6.00/16	N	N	2	6.00/16
	P13A	13000	4500	R	GE	Hyd 84	40	56	7	60	Var	Var	Var	Var	21	6	20	25.0	24	30	2	6.00/16	N	N	2	6.00/16
Lewis-Shepard	301	800	1000	R	GE	Hyd 63 1/2	33 1/2	45	4	36	72	18	36	3 1/4	7 1/4	12	(16)	6.0	15	2	16	N	N	2	16	
	NN4P	4000	1400	R	EM	Hyd 32 1/2	32	54	1	36	72	18	36	3 1/4	7 1/4	12	(14)	3.9	6.0	20	6 1/2	1	10	(4)	(4)	
	NN4P	4000	1400	R	EM	Hyd 32 1/2	32	54	1	36	72	18	36	3 1/4	7 1/4	12	(14)	3.9	6.0	20	6 1/2	1	10	(4)	(4)	
	NN4W	4000	1200	W	EM	Hyd 25 1/2	32	53	1	30	72	25	36	3 1/4	7 1/4	12	(16)	2.3	4.0	44	10 1/2	1	10 1/2	(4)	(4)	
	SE4P	4000	1150	W	EM	Hyd 25 1/2	32	53	1	30	72	25	36	3 1/4	7 1/4	12	(16)	2.3	4.0	44	10 1/2	1	10 1/2	(4)	(4)	

- 1 3500 with pneumatic tires.
- 2 Including platform.
- 3 Standard.
- 4 6, 7, 9 or 11.
- 5 9.3, 10.5, 12% or 14%.
- 6 5.5, 6.5, 8 or 10.5.
- 7 12, 13, 15 or 17.
- 8 280 to 450.
- 9 6, 7, 9, 10 or 10³.

19. 28 to 30.
20. 300 to 350.
21. 450 to 550.
22. 27 with lead and battery.
23. 27 with alkaline battery.
24. 250 to 330.
25. Two standard, one for forks under 36", 8 or 9 ft.
26. 11, 12 or 13.
27. 63, 6 to 13.
28. 103, to 17.
29. 300 to 450.
30. 53, to 104.5.
31. 21, to 31.4.
32. 63, 6, 7, 9 or
33. 21.5 to 24.

GS—Geared to suit requirements.
HE—Hydraulic electric.
Hyd—Hydraulic.
Lin—Linkage.
Mec—Mechanical.
N—No or none.
EMG—Electric motor or gasoline engine.

R—Rides.
RW—Rides or walks.
SD—Single or dual.
T—Triple.
Var—Various.
W—Walks.
Y—Yes.

INDUSTRIAL TRUCKS—TOWING TRACTOR TYPE

MAKE AND MODEL	BATTERY			DIMENSIONS (In.)					TURNING RADIUS (In.)			SPEEDS					GRAD. ABILITY (Per Cent)		TIRES				
	Normal Voltage	Ampere Hours	Wheelbase	Length—Overall	Width—Overall	Height—To Steering Wheel	Under-clearance		Outside	Inside	Intersecting Aisle	Number of Forward	Number of Reverse	Unloaded (Mph)		Loaded (Mph)	Unloaded	At Rated Load	Coupler	Type		Driving Wheels	Steering Wheels
							At Truck Center	Lowest Point						Forward	Reverse								
Drawbar Pull (Lb.)	Trailing Load—Dry Level Concrete (Tons)	Weight—Excluding Battery (Lb.)	Operator—Sits, Stands, Walks	Motive Power																			
Allis-Chalmers	HB-75	7500	12200	GE	GE	24	70 1/2	66	14	177	76	103	4	1	15.0	2.0	2.0		Opt	Pn	7.00 16	8.25 20	
	HB-90	9000	13200	GE	GE	24	70 1/2	66	14	177	76	103	4	1	15.0	2.0	2.0		Opt	Pn	7.00 16	8.25 20	
	HA-75	7500	12400	GE	GE	24	70 1/2	66	14	177	76	103	4	1	15.0	2.0	2.0		Opt	Pn	7.00 16	8.25 20	
	HAD-75	7500	12500	GE	GE	24	70 1/2	66	14	177	76	103	4	1	15.0	2.0	2.0		Opt	Pn	7.00 16	8.25 20	
	HA-90	9000	13400	GE	GE	24	70 1/2	66	14	177	76	103	4	1	15.0	2.0	2.0		Opt	Pn	7.00 16	8.25 20	
	HB-120	12000	15780	GE	GE	24	70 1/2	66	14	177	65	114	4	1	11.0	1.5	1.5		Opt	Pn	7.00 16	8.25 20	
	HA-120	12000	15980	GE	GE	24	72	68	14	177	65	114	4	1	11.0	1.5	1.5		Opt	Pn	7.00 16	8.25 20	
	TG-24	2400	3250	GE	GE	24	45	42	8 1/4	101 1/4	43 1/4	64 1/4	3	1	14.0	3.5	3.5		Opt	Pn	6.00 9	6.00 16	
	TG-30	3000	4200	GE	GE	24	45	42	8 1/4	101 1/4	43 1/4	64 1/4	3	1	14.0	3.5	3.5		Opt	Pn	6.00 9	6.00 16	
	TD-30	3000	4300	GE	GE	24	45	42	8 1/4	101 1/4	43 1/4	64 1/4	3	1	14.0	3.5	3.5		Opt	Pn	6.00 9	6.00 16	
	JG-230	4500	5735	GE	GE	24	62	62	9 1/2	118	35	87	4	1	25.0	2.5	2.5		Un	Pn	6.00 9	6.50 16	
Automatic	JG-230	4500	5880	DE	DE	24	62	62	9 1/2	118	35	87	4	1	25.0	2.5	2.5		Un	Pn	6.00 9	6.50 16	
	TD-45	4500	5785	GL	GL	24	60	57	9 1/2	119	34	93	4	1	25.0	2.5	2.5		Un	Pn	6.00 9	6.50 16	
	TD-45	4500	5930	DE	DE	24	60	57	9 1/2	119	34	93	4	1	25.0	2.5	2.5		Un	Pn	6.00 9	6.50 16	
	TD-50	5000	7015	DL	DL	24	60	57	9 1/2	119	34	93	4	1	25.0	2.5	2.5		Un	Pn	6.00 9	6.50 16	
	FTE	250	7851	EM	EM	24	30	29	5 1/2	37	0	36	4	4	7.5	7.5	7.5	2.4	2.4	2.4	10 1/2 5	17 1/2 12	
	BTN	600	8551	ST	ST	24	52	52	6	69	46	47	4	4	8.3	8.3	8.3	4.8	4.8	4.8	10 1/2 5	17 1/2 12	
	BTW	600	8550	EM	EM	36	41	36	3	69	46	47	4	4	8.3	8.3	8.3	4.8	4.8	4.8	10 1/2 5	17 1/2 12	
	LTWE	600	3550	EM	EM	36	42	42	3	50	42	43	3	3	3.2	3.2	3.2	2.0	2.0	2.0	10 1/2 5	17 1/2 12	
	WT-2A	200	1480	EM	EM	12	32	32	3	3	46	37	4	4	7.0	7.0	7.0	4.0	4.0	4.0	12 3/4 15	22 1/2 15	
	WT-4B	700	1800	EM	EM	12	32	32	3	3	46	37	4	4	7.0	7.0	7.0	4.0	4.0	4.0	12 3/4 15	22 1/2 15	
	GLT	3500	3400	EM	EM	36	43	39	41 1/2	62	9	58	4	4	7.0	7.0	7.0	4.0	4.0	4.0	12 3/4 15	22 1/2 15	
Baker	JW-1.5	1500	2800	EM	EM	36	43	39	41 1/2	62	9	58	4	4	7.0	7.0	7.0	4.0	4.0	4.0	12 3/4 15	22 1/2 15	
	JW-2	2000	2800	EM	EM	36	43	39	41 1/2	62	9	58	4	4	7.0	7.0	7.0	4.0	4.0	4.0	12 3/4 15	22 1/2 15	
	NW-3	3000	3400	EM	EM	36	43	39	41 1/2	62	9	58	4	4	7.0	7.0	7.0	4.0	4.0	4.0	12 3/4 15	22 1/2 15	
	TG-12	200	5	EM	EM	12	32	32	3	3	46	37	4	4	7.0	7.0	7.0	4.0	4.0	4.0	12 3/4 15	22 1/2 15	
	DG-12	200	5	EM	EM	12	32	32	3	3	46	37	4	4	7.0	7.0	7.0	4.0	4.0	4.0	12 3/4 15	22 1/2 15	
	SG-24	200	5	EM	EM	12	32	32	3	3	46	37	4	4	7.0	7.0	7.0	4.0	4.0	4.0	12 3/4 15	22 1/2 15	
	RG-24	200	5	EM	EM	12	32	32	3	3	46	37	4	4	7.0	7.0	7.0	4.0	4.0	4.0	12 3/4 15	22 1/2 15	
	GFG-24	200	5	EM	EM	12	32	32	3	3	46	37	4	4	7.0	7.0	7.0	4.0	4.0	4.0	12 3/4 15	22 1/2 15	
	CKE-5	500	1850	ST	ST	24	34	34	3	50	42	43	3	3	3.2	3.2	3.2	2.0	2.0	2.0	10 1/2 5	17 1/2 12	
	CK-20	2000	3200	EM	EM	36	43	39	41 1/2	62	9	58	4	4	7.0	7.0	7.0	4.0	4.0	4.0	12 3/4 15	22 1/2 15	
	CT-21	2100	42	EM	EM	12	32	32	3	3	46	37	4	4	7.0	7.0	7.0	4.0	4.0	4.0	12 3/4 15	22 1/2 15	
Clark	CT-30	3000	60	EM	EM	12	32	32	3	3	46	37	4	4	7.0	7.0	7.0	4.0	4.0	4.0	12 3/4 15	22 1/2 15	
	CT-40	4000	80	EM	EM	12	32	32	3	3	46	37	4	4	7.0	7.0	7.0	4.0	4.0	4.0	12 3/4 15	22 1/2 15	
	CT-46	4600	92	EM	EM	12	32	32	3	3	46	37	4	4	7.0	7.0	7.0	4.0	4.0	4.0	12 3/4 15	22 1/2 15	
	CT-80	8000	160	EM	EM	12	32	32	3	3	46	37	4	4	7.0	7.0	7.0	4.0	4.0	4.0	12 3/4 15	22 1/2 15	
	CT-120	12000	240	EM	EM	12	32	32	3	3	46	37	4	4	7.0	7.0	7.0	4.0	4.0	4.0	12 3/4 15	22 1/2 15	
	ECK-24	2400	15	EM	EM	12	32	32	3	3	46	37	4	4	7.0	7.0	7.0	4.0	4.0	4.0	12 3/4 15	22 1/2 15	
	ECK-30	3000	15	EM	EM	12	32	32	3	3	46	37	4	4	7.0	7.0	7.0	4.0	4.0	4.0	12 3/4 15	22 1/2 15	
	CT-300	3300	660	EM	EM	12	32	32	3	3	46	37	4	4	7.0	7.0	7.0	4.0	4.0	4.0	12 3/4 15	22 1/2 15	
	Tugster	800	27	EM	EM	6	24	24	5 1/2	40	15	44	4	4	4.5	4.5	4.5	10.0	10.0	10.0	15 1/2 11	20 1/2 15	
	Hyter	3600	1200	EM	EM	6	32	32	6 1/4	48	15	44	4	4	4.5	4.5	4.5	10.0	10.0	10.0	15 1/2 11	20 1/2 15	
	Kalamazoo Lewis-Shepard	EST	750	1800	ST	ST	12	30	30	4	38	15	44	3	3	3.2	3.2	3.2	2.6	2.6	2.6	10 1/2 5	17 1/2 12
EST		750	1800	ST	ST	12	30	30	4	38	15	44	3	3	3.2	3.2	3.2	2.6	2.6	2.6	10 1/2 5	17 1/2 12	
LRT-12		450	910	ST	ST	12	30	30	4	38	15	44	3	3	3.2	3.2	3.2	2.6	2.6	2.6	10 1/2 5	17 1/2 12	
LRT-12		450	910	ST	ST	12	30	30	4	38	15	44	3	3	3.2	3.2	3.2	2.6	2.6	2.6	10 1/2 5	17 1/2 12	
LRT-12-OD		550	1310	ST	ST	12	30	30	4	38	15	44	3	3	3.2	3.2	3.2	2.6	2.6	2.6	10 1/2 5	17 1/2 12	
LRT-12-OD		550	1310	ST	ST	12	30	30	4	38	15	44	3	3	3.2	3.2	3.2	2.6	2.6	2.6	10 1/2 5	17 1/2 12	
LRT-24-OD		750	1310	ST	ST	12	30	30	4	38	15	44	3	3	3.2	3.2	3.2	2.6	2.6	2.6	10 1/2 5	17 1/2 12	
HRT-24-OD		750	1310	ST	ST	12	30	30	4	38	15	44	3	3	3.2	3.2	3.2	2.6	2.6	2.6	10 1/2 5	17 1/2 12	
KTS		850	1800	EM	EM	12	30	30	4	38	15	44	3	3	3.2	3.2	3.2	2.6	2.6	2.6	10 1/2 5	17 1/2 12	
KTR-12		1000	1800	EM	EM	12	30	30	4	38	15	44	3	3	3.2	3.2	3.2	2.6	2.6	2.6	10 1/2 5	17 1/2 12	
Lift Trucks		KTR-12	1000	1800	EM	EM	12	30	30	4	38	15	44	3	3	3.2	3.2	3.2	2.6	2.6	2.6	10 1/2 5	17 1/2 12
	KTR-12	1000	1800	EM	EM	12	30	30	4	38	15	44	3	3	3.2	3.2	3.2	2.6	2.6	2.6	10 1/2 5	17 1/2 12	
	KTR-12	1000	1800	EM	EM	12	30	30	4	38	15	44	3	3	3.2	3.2	3.2	2.6	2.6	2.6	10 1/2 5	17 1/2 12	
	KTR-12	1000	1800	EM	EM	12	30	30	4	38	15	44	3	3	3.2	3.2	3.2	2.6	2.6	2.6	10 1/2 5	17 1/2 12	
	KTR-12	1000	1800	EM	EM	12	30	30	4	38	15	44	3	3	3.2	3.2	3.2	2.6	2.6	2.6	10 1/2 5	17 1/2 12	
	KTR-12	1000	1800	EM	EM	12	30	30	4	38	15	44	3	3	3.2	3.2	3.2	2.6	2.6	2.6	10 1/2 5	17 1/2 12	
	KTR-12	1000	1800	EM	EM	12	30	30	4	38	15	44	3	3	3.2	3.2	3.2	2.6	2.6	2.6	10 1/2 5	17 1/2 12	
	KTR-12	1000	1800</																				

POWERED NON-LIFT PLATFORM TRUCKS

MAKE AND MODEL	OVERALL TRUCK DIMENSIONS (In.)			PLATFORM DIMENSIONS (In.)			TIRES		TURNING RADIUS (In.)		BATTERY		SPEEDS				GRAD-ABILITY (Per Cent)					
	Frame Type			Wheelbase			DRIVE WHEELS		STEERING WHEELS		Outside	Intersecting Aisle Width	Normal Voltage		Amperes Hours	TRUCK (Mph)		Unloaded	Capacity Load			
																Number of Drive Wheels	Number of Steering Wheels			Type	Size	Type
Automatic	FP-20	2000	1935	EM	Str	40	109	60	60 1/2	40	14 1/2	1	1	Cu	14x4 1/2	Cu	14x4 1/2	5.0	5.0	5.0		
	HN-2	4000	3730	EM	Str	39	114 1/2	65	64	38	12 1/2	4	4	So	22x4 1/2	So	20x6	5.1	5.1	5.1		
	EN-2	4000	3700	EM	Str	41	105 1/2	65	64	41	12 1/2	4	4	So	20x6	So	20x6	5.1	5.1	5.1		
Baker	EN-3	6000	4255	EM	Str	45	107 1/2	83	84	45	22 1/2	4	4	So	20x5 1/2	So	20x5 1/2	4.1	4.7	4.7		
	FR-6	3100	60	60	108	60	26 1/2	2	2	P	6.00x9	2	2	P	6.00x9	P	6.00x9	25.0	3.8	3.8		
	WH-6	6000	2900	SI	E-G	Str	42 1/2	124 1/2	60	64	41	12 1/2	4	4	So	22x6	So	15x6	5.5	5.5	5.5	
Elwell-Parker	WH-6	6000	2975	SI	E-G	Str	42 1/2	146 1/2	58	78	86	41	17 1/2	4	4	So	22x6	So	15x6	5.5	5.5	5.5
	Freighter	4000	1460	SI	E-G	Str	42	105 1/2	49 1/2	74	60	2	2	Cu	10 3/4x5 1/2	So	20x5 1/2	4.4	4.4	4.4		
	Kalamazoo	2500	1150	SI	E-G	Str	42	96	48	59 1/2	54	42	16 1/2	1	Cu	5.00x16	P	5.00x16	10.0	10.0	10.0	
Hyster	E-1900	2000	1900	SI	EM	Str	40	107 1/2	52	70	63	40	8 1/2	1	So	15 1/2x5	So	15 1/2x5	3.0	15.0	3.0	
	KAL-30	2000	1900	SI	E-G	Str	58	144	52	80	96	58	29	2	P	5.00x12	P	5.00x12	8.0	8.0	8.0	
	KAL-60	4000	2000	SI	E-G	Str	58	144	52	80	96	58	27	2	P	5.00x12	P	5.00x12	10.0	30.0	10.0	
Kwik-Mix	S10	1500	880	SI	GE	Str	34	80	49 1/2	34	20	4	4	So	5.00x16	P	12x4 1/2	4.5	4.5	4.5		
	R18	2000	1175	SI	GE	Str	45 1/2	96	55	48	54	42	23 1/2	4	P	5.50x18	P	5.50x18	12.0	12.0	12.0	
	Mercury	A-823	2000	1250	SI	EM	Str	40	111 1/2	63	(2)	40	22	2	PC	5.00x14	PC	5.00x14	8.0	6.5	6.5	
Yale & Towne	A-1009	3000	2500	SI	EM	Str	33	82 1/2	46 1/2	40 1/2	62	24	2	PC	16x4	So	16x4	6.0	4.5	4.5		
	A-1012	4000	2600	SI	EM	Str	46 1/2	112	56	61	89	46	27 1/2	2	So	20x5 1/2	So	20x5 1/2	6.0	6.0	6.0	
	A-1014	6000	2600	SI	EM	Dr	41	120 1/2	56	71	72	41	11 1/2	4	So	20x4	So	10 1/2x5	6.0	4.5	4.5	
Yale & Towne	A-1015	4000	2600	SI	EM	Dr	41	120 1/2	56	71	72	41	11 1/2	2	So	20x4	So	10 1/2x5	6.0	4.5	4.5	
	FM-20	2000	1225	SI	E-G	Str	40	96	62	96	42	22	2	PC	18x3 1/2	PC	18x5 1/4	9.0	8.0	8.0		
		7 1/2																7 1/2				
ABBREVIATIONS		3. 61 1/2 to 88. 5. 28 to 30. 6. 225 to 250. 7. 200 to 250. 8. 300 to 450. 9. 174 1/2 to 250. 10. 174 1/2 to 250. 11. Without battery.															SI—Stands. S—Sits. V—Various.					
		PC—Pneumatic or cushion. EM—Electric motor. SI—Sits. GE—Gasoline engine. So—Solid. P—Pneumatic.																				

INTEGRAL FRONT-END LOADERS (SHOVEL)

MAKE AND MODEL	OVERALL DIMENSIONS				BUCKET						ENGINE		TRANSMISSION				Maximum Drawbar Pull (Lb.)													
	Type	Height—Highest Point, Bucket at Ground (In.)	WIDTH (In.)		LENGTH (In.)	Wheelbase (In.)	Track Length on Ground (In.)	Weight (Lb.)—No load, but incl. fuel, oil, lubricant	Capacity—Heaped (Cu. Yd.)	Capacity—Struck (Cu. Yd.)	Width (In.)	Lifting Capacity (Lb.)	Carrying Capacity (Lb.)	Maximum Dumping Clearance (In.)	Hinge Pin (In.)	Angle of Dump at Maximum Height (Deg.)		Raising Time—Loaded (Sec.)	Lowering Time (Sec.)	Track—Width of Shoe (In.)	ENGINE		Type of Fuel	Type	No. of Forward Speeds	No. of Reverse Speeds	Max. Forward Speed (Mph.)	Max. Reverse Speed (Mph.)		
			Outside Rear—Tires or Tracks	Outside Front—Tires or Tracks																	MAKE AND MODEL	Brake Horsepower								
Allis-Chalmers	HD-6G	Cr	69	78	181	310	83 1/2	19600	1 1/4	1 1/4	76	3000	62	120	45	60	6.0	3.0	11	13	Own	HD344	72	Conv	4	2	5.5	4.1	15870	
	HD-11G	Cr	84	95 1/2	209	310	106 1/2	32000	2 1/4	2 1/4	95 1/2	6000	114	139	52	120	45	6.0	3.0	11	16	Own	HD316	111	Conv	4	2	5.5	4.4	26910
	HD-16G	Cr	99 1/2	104	242	310	128 1/2	47800	3 1/4	3 1/4	111	126	126	126	50	122	50	6.0	3.0	11	22	Own	HD334	150	TC	2	1	5.5	5.5	60000
	HD-21G	Cr	106	109 1/2	254	310	138 1/2	68500	5	5	122 1/2	15000	148	180	60	148	50	6.0	3.0	11	22	Own	HD1844	225	TC	2	1	6.0	6.0	70000
Case-Terrac	310	Cr	63	58	146	156	54	80 1/2	8025	62 1/2	62 1/2	88	88	88	60	60	6.0	3.0	11	3	Own	G148	42	Conv	3	1	14.5	2.0	5380	
	G400	Cr	63	60	153	162	57	8130	62 1/2	62 1/2	62 1/2	106	106	106	60	60	6.0	3.0	11	3	Own	F162	42	Conv	3	1	14.5	2.0	5380	
	D400	Cr	63	60	153	162	57	8320	62 1/2	62 1/2	62 1/2	106	106	106	60	60	6.0	3.0	11	3	Own	F162	42	Conv	3	1	14.5	2.0	5380	
	G500	Cr	63	61	153	162	57	8550	62 1/2	62 1/2	62 1/2	106	106	106	60	60	6.0	3.0	11	3	Own	G157	38	Conv	3	1	14.5	2.0	5380	
	D500	Cr	63	61	153	162	57	8790	62 1/2	62 1/2	62 1/2	106	106	106	60	60	6.0	3.0	11	3	Own	F162	42	Conv	3	1	14.5	2.0	5380	
	G600	Cr	65	63	165	174	62 1/2	10886	1 1/4	1 1/4	65	108	108	108	60	60	6.0	3.0	11	3	Own	FD128	46	Conv	3	1	14.5	2.0	5380	
	D600	Cr	75	69	189	204	73	17900	1 1/4	1 1/4	71	108	108	108	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D600	Cr	75	69	189	204	73	17900	1 1/4	1 1/4	71	108	108	108	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D800	Cr	75	69	189	204	73	18100	1 1/4	1 1/4	71	108	108	108	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69	189	204	73	21750	2 1/4	2 1/4	78	113	113	113	60	60	6.0	3.0	11	3	Own	ED208	62	TC	4	1	4.9	2.2	11200	
	D1000F	Cr	75	69</																										

... Literature

(Continued from Page 51)

Industrial Tires

A booklet on the "Five Reasons Why Mitco Industrial Tires Help Your Men and Equipment Do a Better Job!" is offered by Philadelphia and Suburban Tire Service. It contains complete Mitco tire specifications.

Circle 131 on Card, Facing Page 51

Overhead Maintenance Truck

An illustrated folder describing the "Lift-A-Loft" an overhead factory maintenance truck has been prepared by Lift-A-Loft Co.

Circle 132 on Card, Facing Page 51

Caster Catalog

The Faultless Caster Corp. is offering a 20-page catalog covering many styles of casters, wheels and glides. Installation guides, selection tables, descriptions, and specifications for a full range of caster sizes and wheel types also are given.

Circle 133 on Card, Facing Page 51

Belt Conveying System

The Alvey-Ferguson Co. is offering a bulletin illustrating and describing the A-F engineered belt conveying systems. The bulletin contains photographs of actual installation, blueprints which detail the two principal types of belt conveyors—roller bed and slider bed—and drawings showing typical arrangements of take-offs and jump-offs.

Circle 134 on Card, Facing Page 51

BOOK

Truck Specifications

The DA Industrial Truck Specifications—1958-59, appearing on Pages 67 to 82 in this issue, again have been reprinted and bound as a separate 16-page booklet. The booklet includes vital specifications on over 1,000 different models of industrial trucks. Included are end-loading or straddle carriers, high-lift fork and platform trucks, low-lift fork and platform trucks, non-lift platform trucks, towing tractors, and end-loading (shovel) trucks. Single copies are available at 50¢ each by writing the Editor, DISTRIBUTION AGE, Chestnut & 56th Sts., Philadelphia 39, Pa. Prices on quantity lots will be quoted on request.

(Resume Reading on Page 52)



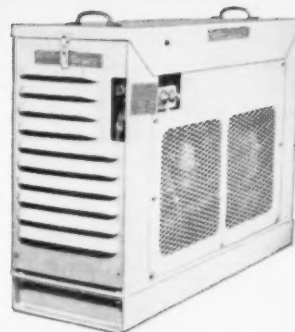
The Most Versatile Power Unit Ever Developed For Small Trucks

READY-POWER BANTAM MODEL W



Only the compact new Bantam Model W provides smooth, dependable gas-electric power that can be quickly interchanged from truck to truck.

A new high-performance unit features 12-volt automotive-type starting and ignition system plus complete choice of idling speed. Full access to engine and generator simplifies adjustment, even on the truck. Fits practically all makes of walkie and rider trucks up to 2000 lbs. Write today for full information.



READY-POWER

The READY-POWER Co., 3821 GRAND RIVER AVE., DETROIT 8, MICH.

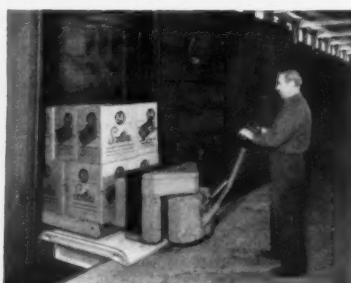
Manufacturers of Gas and Diesel Engine-Driven Generators and Air Conditioning Units; Gas and Diesel-Electric Power Units for Industrial Trucks

Circle No. 15 on Card, Facing Page 51, for more information

Magcoa LIGHTWEIGHT equipment cuts costs!



TRUCK DOCKBOARDS



RAIL DOCKBOARDS



**RAMP-DOCKBOARDS
(COMBINATIONS)**



YARD RAMP



DOCK EXTENSIONS



CROSS-OVER BRIDGES

Gives one man the ability of a crew!

One man can lift and position a lightweight Magcoa Dockboard . . . in seconds. It saves manpower . . . speeds loading. That same man can roll a Magcoa Yard Ramp into position . . . and zoom! You've got an extra dock. All Magcoa equipment is lightest weight . . . always engineered to your specific needs. In fact, it's guaranteed to fit exactly. Name your problem. Difficult Docks are our specialty.

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TRADE MARK

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OF AMERICA • MATERIALS HANDLING DIV.**

East Chicago 3, Indiana • Representatives in Principal Cities

- ☐ Please send literature on Magcoa Dock Equipment.
☐ Have a representative call—I've got a specific problem.

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Company _____

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Circle No. 16 on Card, Facing Page 51, for more information

... News

(Continued from Page 16)

ATA Establishes Section To Study Reciprocity

Creation by American Trucking Associations of a new staff group to specialize in improvement of tax and regulatory arrangements among the states was announced last month by General Manager Ray G. Atherton.

The new Section of State Laws, Taxation and Reciprocity was established May 1 in the ATA Law Department. Harry E. Boot was promoted to counsel for the new section and will serve as its chief.

The section will be responsible for research and other activities in connection with state reciprocal agreements, state fuel purchase laws, state tax laws applicable to motor carriers, state Public Utilities Commission requirements, conflicts of state laws pertaining to motor carriers, and other matters.

—DA—

Gustave Cedarholm, gtm of Pharmaceuticals, Inc., addressed a recent meeting of the Alumni Association of the TMI School of Transportation, in New York. He spoke on "The Operating Traffic Manager."

New Container for Air Freight



American Airlines has inaugurated the use of "Paul Bunyan Boxes" for air freight. Designed by Grumman Aircraft Engineering Corp., the boxes are 84 in. long, 42 in. high and 62 in. deep. The full length door can be locked and sealed

Irregular Route Carriers Re-elect Eldon Miller

Eldon Miller, of Eldon Miller, Inc., has been re-elected chairman of the ATA's Common Carrier Conference—Irregular Route. Miller was named at the Annual Meeting in Boca Raton, Fla., last month.

Other officers named were: Peter D. Serra, chairman of the Board; J. D. Brothers, honorary chairman; M. T. Richmond, first vice chairman; C. G. Beam, second vice chairman; Sidney Alterman, third vice chairman; D. E. Lutz, treasurer, and J. C. Stone, secretary.

The Conference also voted to sponsor a Technical School for Refrigerated Motor Carriers. The school will be conducted at Michigan State University Aug. 24-28.

ICC Commissioner Lawrence Walrath was principal speaker at the meeting. He warned members that simplified service and other transport economies must be found and passed on to the shipper if the common carrier industry is to survive.

—DA—

New directors elected last month by the Transportation Association of America were: Daniel P. Loomis, of the Association of American Railroads; E. A. Schmidt, Metropolitan Life Insurance Co., and G. D. Taylor, Mississippi Barge Line Co.

—DA—

Northwestern Begins Study Of American Merchant Marine

The Transportation Center at Northwestern University is beginning a study of the role of the American Merchant Marine in the nation's economy.

Major subject areas to be covered are: Growing Dependence of the U. S. on Overseas Trade; Organization and Operations of the American Merchant Marine; U. S. Shipping and the Development of the Service to U. S. Commerce; Foreign Maritime Policy; Technological Advances; U. S. Maritime Policy; Trends and the Future in Foreign Trade.

(Resume Reading on Page 21)

Magcoa LIGHTWEIGHT equipment cuts costs!



PLATFORM TRUCKS



MULTI-DECK TRUCKS



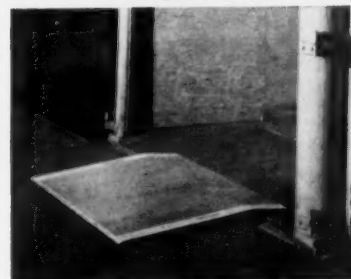
SPECIALS



HAND TRUCKS
(Magnesium)



PALLET DOLLIES
(Magnesium)



ALUMINUM DOCKBOARDS

Move More Payloads...Not Dead Weight!

Featherweight Magcoa aluminum trucks automatically increase employee efficiency (and morale), because *they're easier to push*... easier to steer. Magcoa trucks are completely maintenance-free... give a stable, cushioned ride to protect your products. And there's a full range of styles and sizes to choose from. Simply use the coupon below for details and specifications.



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Circle No. 17 on Card, Facing Page 51, for more information

**SWITCH
FROM
"SAVING"
TO
MAKING
MONEY!**



LEASE..... for Profit

You can't afford to spend capital or waste top executive time on an unprofitable department.

You tie up two valuable assets when you own your trucks—capital and executives. Why waste them on a non-profit operation?

A NATIONAL truckleasing expert can put them both back to work for you, making profits.

WRITE for details—and the name of your local NATIONAL member.

National TRUCK LEASING SYSTEM
23 E. JACKSON BLVD., SUITE A-6, CHICAGO 4, ILL.

New Products . . .

(Continued from page 49)

Slotted Angle

The Handy Angle Div. of Lug-All Co. is offering Royal, a 3 x 1½-in. by 12-gage cold rolled steel angle with slot formation for racks, shelves, etc. It gives greater corner rigidity with a diagonal two bolt fixing on

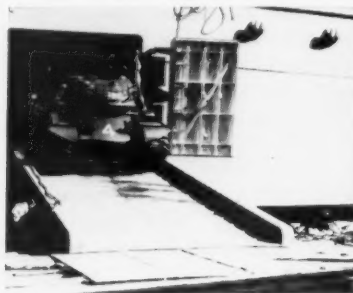


the narrow to narrow flange. The slot formation repeats on a 2-in. pitch. The positive location holes prevent slippage and do not depend on bolt tightness. Painting is not required, as it is cleaned by the rust-proof Di Phase process.

Circle 135 on Card, Facing Page 51

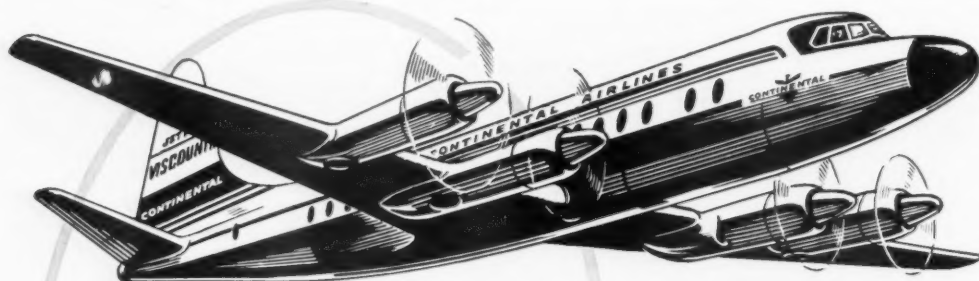
Ship Ramps

Washington Aluminum Co., Inc., is manufacturing aluminum ship ramps designed to support a load of 120,000 lb. These loading ramps are fabricated from aluminum to make them light in weight and easy to maintain.



Each ramp measures 15 ft in width and 40 ft in length, with a 7-ft apron hinged to the ramp at ship end. This hinged apron folds back flat against the ramp for stowage purposes, and fits over the gunnel of the ship during loading for smooth boarding.

Circle 136 on Card, Facing Page 51



Now daily
on Continental!

FIRST JET-POWER AIRFREIGHT

Service between
Chicago and
Los Angeles

Ship via Continental's

JET POWER VISCOUNT II

In daily service now...between Chicago, Kansas City, Denver, Los Angeles and Colorado Springs...Continental's new Jet Power Viscount II. Smooth and swift, this airliner is custom-built for Continental by Vickers-Armstrongs Limited and is powered by four Rolls-Royce gas turbine engines. Call Continental and ship "via Jet Power Viscount II" for overnight or same-day delivery!

Every Continental flight carries airfreight...so our passenger schedule is our freight schedule too. Write for your copy today.



CONTINENTAL AIRLINES

FIRST IN THE WEST WITH JET-POWER FLIGHTS

Lift Truck

Eltic, the Eastern Lift Truck Corp. is offering its new line of rider and walker lift trucks. Three major pieces of equipment include: the Wasp, a highlift straddle type stacker; the Mosquito, a low lift pallet truck; and the Warrior, a rider electric fork

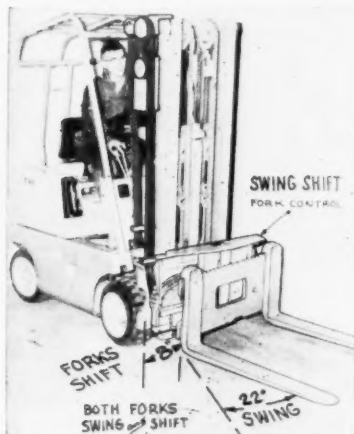


stacker. The all-electric 24 volt power systems propel the machines faster and provide speedier fork lifting. All units are equipped with rubber or pneumatic tires. The low lift pallet truck has a carrying capacity up to 4400 lb, and the straddle type stacker a carrying capacity up to 3300 lb.

Circle 137 on Card, Facing Page 51

Shift Attachments

Swing-Shift Mfg. Co. has announced a new line of Ball-O-Matic power fork controls for lift trucks. These new swing-shift and side-shift units let truck operator's forks swing 22 deg and side shift 8 in. smoothly and easily on a horizontal ball race



to line up loads without wasteful maneuvering. The load swings and shifts while the truck is moving or stationary to speed up stacking and load alignment, and increases number of loads handled per day. 3000 to 8000-lb Ball-O-Matics are available for Clark, Hyster and Towmotor lift trucks. Standard swing-shift and side-shift models are available for all makes of lift trucks up to 20,000 lb.

Circle 138 on Card, Facing Page 51
(Resume Reading on Page 50)



**Power-operated ANTHONY Lift Gate®...
like having *an invisible helper
to safeguard your deliveries!**



For ¾ ton and larger trucks and semi trailers: choose from 4 Lift Gate models to accommodate loads 1000 to 4000 lbs.



New! For Pick-up trucks with steel express bodies: a low cost Lift Gate to handle loads up to 800 lbs. Weighs just 250 lbs.

If your heavy deliveries require "kid-glove" handling, you'll reduce damage claims immediately with an ANTHONY Hydraulic Lift Gate. Power-operated, it gives you extra "muscles" when you need them . . . to load and unload your merchandise gently.

Easy does it with ANTHONY. One motion of the single "Safetymatic" control commands the smooth hydraulic power to raise or lower loads up to 4,000 lbs. There are no bumps, no scrapes . . . fewer consignee complaints. The result? You enhance your reputation for service . . . and reduce costs in the bargain!

Yes, reduce costs. For with a power-packed ANTHONY Lift Gate, one man alone can handle the bulkiest loads safely. Hence you get more and faster deliveries . . . at lower truck-hour cost. No wonder so many National Fleets are 100% ANTHONY-equipped!

Learn now how a low-cost ANTHONY Lift Gate can pay big dividends in your type of operation. Send today for illustrated brochure.

ANTHONY COMPANY / Streator, Illinois



ANTHONY COMPANY
1742-44 Baker Street, Streator, Illinois

Please send your FREE illustrated brochure on ANTHONY Lift Gates and how they can reduce delivery costs in our type of business.

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Company _____
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City _____ Zone _____ State _____



Circle No. 18 on Card, Facing Page 51, for more information



CARLOADS to CARTONS!

COOKE personalized service gives you individual solutions to your particular warehousing, transportation and physical distribution problems—delivers the goods when and where you need it! 30 years a leader in public merchandise warehousing in the world's greatest distribution center! Unsurpassed in specially-trained personnel, methods, equipment and facilities. Write today for detailed brochure.

when time and money count,
count on



J. LEO COOKE WAREHOUSE CORP.

JERSEY CITY & TRENTON, N. J.

PENN RR: 140 Bay St., Jersey City 2
Oldfield 3-5080 • Whitehall 3-5090
Whitehead Rd., Trenton 9 • JUniper 7-4646
ERIE RR: 12th & Provost St., Jersey City 2
Oldfield 3-5080 • Whitehall 3-5090

TWX: JC-112



EASTERN REPRESENTATIVES FOR:
North Pier Terminal, Chicago, Ill.
Encinal Terminals, Alameda, Calif.



Let's Apply Minimum . . .

(Continued from Page 35)

freight but forwarders already control between 15 and 25 per cent of the air freight.

Forwarder control can be achieved in various ways. First, they can direct freight from one carrier to another to the detriment of an individual airline. Second, they can exert pressure on individual airlines for special privileges. Third, their needs are likely to be different from and even inconsistent with the needs of the individual shipper. The result may be that the air-freight forwarder will become the controlling force in the air freight market.

The Board's argument that the developmental aspects of air freight call for the forwarders to retain their rate advantage, in order to experiment with lower rates to attract new traffic, lacks merit. It is not a good idea to shift the responsibility of developing air freight to that part of the indus-

try which operates no planes. If experimental or lower rates are needed for developing air freight, they should be charged by all carriers and not just one segment of the industry.

Some may argue that air-freight forwarder traffic must move by air anyhow. Therefore, the competition between the forwarder and the airlines is not the same as that between the air carrier and a surface carrier. This contention is economically unsound. Experience has shown that when a shipper uses a forwarder the direct carrier not only loses control of the shipment, but also loses revenue. The carrier receives a lower rate of return from the consolidated shipments of forwarders. Furthermore, it is no consolation for any airline to know its traffic is going to a competing air carrier rather than to another form of transportation. Thus, the net result of the situation created is to divert substantial revenues from the airlines whose economic success is necessary to assure a stable and sound air freight system.

Application of minimum rates to forwarders would not deprive them of any legitimate competitive advantages. Nor would such regulation deprive shippers of any of the benefits of using freight forwarders. Forwarders would still be able to consolidate small shipments into larger shipments for transportation at volume rates. They still would be able to provide the personalized service which some shippers regard as more important than rates. Forwarders would still be able to route traffic anywhere by utilizing all of the airlines. In short, they would retain their natural competitive advantage.

(Resume Reading on Page 36)



**No
ROCK
and
ROLL!**

Just smooth,
fast movement
of freight
on the "U.P."
from shipper
to receiver.

**UNION PACIFIC
RAILROAD**

OMAHA 2, NEBR.

Truck Specifications

The new DA Industrial Truck Specifications, appearing on Pages 67 to 82 in this issue, have been reprinted in booklet form. Copies can be had by writing: The Editor DISTRIBUTION AGE, Chestnut & 56th Sts., Phila. 39, Pa. The price is 50¢ per copy.

Men . . .

(Continued from Page 32)

of American Railroads' Public Relations Department.

Ernest S. Marsh—elected a member of the Board of Directors of the Assn. of American Railroads. Marsh is president of the Atchison, Topeka and Santa Fe Railway.

R. J. Grace—appointed assistant general freight agent, Baltimore and Ohio Railroad at Baltimore.

Materials Handling



W. A. Meddick (left)—named president and general manager, The Elwell-Parker Electric Co., Cleveland.



Sheldon K. Towson, Jr. (right)—new vice president and assistant general manager.

John B. Hall—named Eastern Regional manager, **Jack Greer**—named Midwest Regional manager, **Donald Shaffer**—Western Regional manager, and **Robert W. Hill**—Southern Regional manager for Hyster Co., Portland, Ore. The appointments were made in connection with a major change in the structure of Hyster's industrial truck sales organization.

Elmer F. Franz—elected vice president and treasurer and **John A. Baldwin**—named vice president, The Yale & Towne Mfg. Co., Philadelphia.

Peter F. Hurst—elected to the Board of Directors, Clark Equipment Co., Battle Creek, Mich. He also is president of Aeroquip Corp.



Lloyd G. Backard—elected president of Rapistan-Keystone Co., Inc., Detroit.



Schuyler C. Reber—promoted to vice president in charge of Automotive Division and **Charles W. Collier**—named sales manager, Rotary Lift Co., Memphis, Tenn.

W. J. Perrie—named director, Price Bureau and **Joseph A. Burik**—appointed manufacturing coordinator, Automatic Transportation Co., Chicago, Ill.

(Resume Reading on Page 35)



Greater profits with **MOBILIFT**

In diversified operations throughout the country, Mobilift solid tired, gas operated, industrial trucks of 2000 to 5000 lb. capacity are producing a better net profit record. Reduction of maintenance, downtime and operation costs are made possible by Mobilift's advanced engineering features.

CHECK THESE PROFIT MAKING FEATURES:

MOBILIFT'S AUTOMATIC TYPE TRANSMISSION . . . clutch plates last as long as 10 years *without replacement*. The rugged simplicity of Mobilift's exclusive transmission will give many trouble-free hours of smoother, more positive control.

MOBILIFT'S 360° STEER . . . on stand-up models, allows an extremely short turning radius; normal aisle space can be reduced as much as 2 feet for added storage area profits.

MOBILIFT'S HYDRALIZER . . . on sit-down models is an exclusive steer wheel suspension system, improves traction on rough floors, ramps and dock boards; increases tire life; reduces load spillage.

MOBILIFT'S CENTER LINE STEERING . . . on sit-down models, permits operation over rail crossings and other rough areas without injury to load or driver; no need for extra cost power steering.

TAKE A TIP FROM MOBILIFT USERS:

Improve your net profit picture. Call your Lamson Mobilift dealer or write us for specific model information and a lift truck COMPARISON CHART.

LAMSON
MOBILIFT
CORP

861 S. E. Main Street
Portland 14, Oregon

CANADIAN REPRESENTATIVE: THE CANADIAN FAIRBANKS-MORSE CO., LTD.

Why warehouse after warehouse after warehouse is a



Office and warehouse in Butler building with attractive, architecturally-styled front. Side and back walls are metal, for future expansion.

Butler pre-engineered building

We don't mean to be pompous, but more Butler buildings are used for warehouses than any other metal building. Not the cheapest way to build — but the lowest cost way to build well.

Butler steel frames give you post-free interiors up to 100 feet wide. Trussfree gables permit stacking clear up to the roof peak. You get more usable space per dollar. Solid banks of overhead doors can be installed without special construction to support the roof. Protection? It couldn't be better. Fire-safe, maintenance-free Butler metal panels are die-formed. They nest together precisely — shield the contents like a one-piece metal shell. Good insulation is easy. Lighting and ventilation are ideal.

Add it up. It's the lowest-cost way to get a good warehouse. That's a lot to claim, we know, but your Butler Builder can prove it! Call him. He's listed in the Yellow Pages under "Buildings" or "Steel Buildings." Or write direct.



BUTLER MANUFACTURING COMPANY

7419 East 13th Street, Kansas City 26, Missouri

Buildings • Farm Equipment

Dry Cleaners Equipment • Custom Fabrication
Oil Equipment • Outdoor Advertising Equipment

Sales offices in Los Angeles and Richmond, Calif.
Houston, Tex. • Birmingham, Ala. • Atlanta, Ga.
Minneapolis, Minn. • Chicago, Ill. • Detroit, Mich.
Cleveland, Ohio • New York City & Syracuse, N. Y.
Washington, D.C. • Burlington, Ontario, Canada

Circle No. 20 on Card Facing Page 51
90

... Water Damage Policies

(Continued from Page 56)

of rented trucks or construction workers. Certificates should be obtained as evidence the contractor carries his own compensation insurance.

6. Premium Discounts. Compensation premiums that exceed \$1000 are subject to percentage discounts which increase as the premium increases. These discounts vary from state to state and are larger under stock insurance company policies.

7. Experience Rating. The experience rating plan is an attempt to compare the experience of an industry with that of a similar risk of equal size and approximate payroll expenditures. Actual losses incurred are reduced according to a table, in order that a small policy holder will not be penalized too greatly by one or two severe losses. These actual losses are compared with expected

losses. Insurance companies know how much has been paid out in claims for each \$100 in payrolls expended for each classification of business. If the policy holder's payrolls are multiplied by this expected loss rate as established from the claim records, the result will be his expected losses. If his actual losses exceed the expected loss a debit will be applied to his rates. The expected losses are modified in a manner similar to the method used to dampen the actual claims. It is therefore important that the experience rating data be checked by a competent engineer. Special attention should be paid to losses charged against the policy holder, and to his payrolls. It is equally important that a well-organized safety organization be set up to reduce claim-causing accidents. Competent engineers can accomplish astonishing results if employers co-operate with them.

8. Retrospective Rating. This plan, as briefly described under Transportation Insurance, is used more extensively for writing compensation than for any other form. Past experience indicates 80 per cent of the plans produced savings which averaged 25 per cent for the policy holders. It is known that loss ratios (proportion of losses paid to premiums) under 54 per cent will result in premium savings under this plan.

B. Water Damage Insurance

Water Damage Insurance parallels the Fire policy in many ways since a number of the forms that can be attached to a Fire policy are also available for Water Damage. The warehouseman might need this insurance to protect his own property, furniture, fixtures, equipment and merchandise to which title has passed because of non-payment of storage charges.

1. Sources of loss. The sources of loss covered are failures in the plumbing, heating and air-conditioning systems that may burst or even just leak. Underground mains and hydrants may be added.

**These are the
Rock Island States
of America**

**expertly
served by the**

Rock Island

206

This increases the premium 20 percent.

The accidental discharge or leakage of the chemical refrigerant from the refrigerating or air-conditioning systems can be added to this policy as an additional peril. This protection increases the premium also, 20 per cent.

2. Co-insurance percentages. The Water Damage Policy is similar to the Sprinkler Leakage contract in that varying Co-insurance clauses may be selected. For example: The 5 percent clause reduces the rate 35 per cent; for 25 per cent the discount is 80 per cent; 80 per cent merits a reduction of 90 per cent in the charge.

3. Deductible credits. Substantial premium discounts can be secured by attaching a deductible clause to the Water Damage Policy. For example: the \$100 deductible merits a discount of 15%.

Structural alterations require an Endorsement.

Structural alterations may void the policy unless a permit rider is attached. A charge is made for this endorsement.

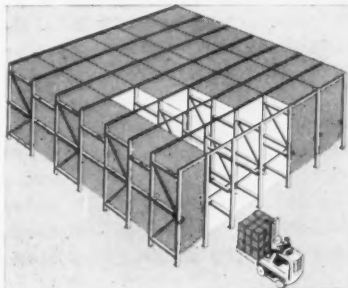
4. Legal liability coverage. The Warehousemen's Liability policy includes water damage as one of the perils insured against. Refrigerated warehouses sometimes purchase Water Damage insurance with Legal Liability added. The coverage is less restricted than the protection afforded by the Power Plant policy in that leakage itself is covered. The Power Plant policy requires evidence of a substantial break in the system, the bursting of pipes or other units.

5. Property of other tenants. Water Damage Legal Liability Insurance is needed if there are other tenants in the building whose property may be damaged as a result of a break in the plumbing, heating or air conditioning systems. •

Editor's Note: This is the 10th and final article in a series on insurance requirements in physical distribution. Other articles were: General liability; Fire & Material Damage; Warehouse Liability; Types of Liability; Trucking; Transportation; Refrigerated Warehouses; Furniture Warehousing; and Criminal Loss & Sprinkler Damage.

(Resume Reading on Page 37)

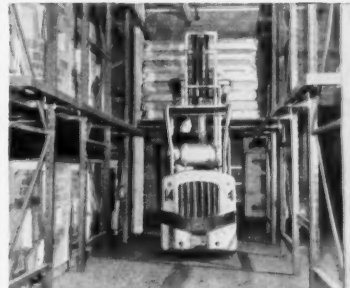
New Drive-Thru Sturdi-Rak— twice the storage from the same space



1. No aisles. Drive-Thru rack turns aisle space into storage space. Entire rack is usable storage. Rows can be made as deep as needed—as high as your lift truck can reach.



3. Use for any pallet storage. Various items of furniture are stored on this Drive-Thru rack. More than 80% additional pallet space was gained over conventional racks in the same area.



2. Load from either end. Unload the same way. No lost motion. Pallets are stationed on support rails running on sides of each bay. Bay width is determined by stock requirements.



4. Quickly erected, expanded. The Drive-Thru rack is assembled from standard Sturdi-Bilt components. Comes 97% assembled. It can be adjusted, relocated, at any time to meet changing needs.

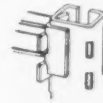
Float wedge construction eliminates nuts, bolts, tools, welding or special labor.



1. Simply insert Sturdi-Bilt Wedge Lock...



2. ... into the slots in the factory pre-fabricated upright frame...



3. ... and lock to the horizontal safety support bars.

For more information on the new Drive-Thru Sturdi-Rak, attach this coupon to your letterhead, or write:

U.S. Patent Nos. 2760650, 2815130



STURDI-BILT
Material Handling Division
Union Asbestos and Rubber Company
332 So. Michigan Ave.,
Chicago 4, Illinois

DA-68

Circle No. 21 on Card, Facing Page 51, for more information

NEW CONCEPT OF SAFETY AND STABILITY IN BALLYMORE Safety-Step LADDERS

SECURE FEELING OF WORKERS RESULTS IN BETTER, FASTER WORK

The new pyramid design of BALLYMORE Safety-Step LADDERS offers above-floor working safety never before available. Thirty-five models offer work levels up to fifteen feet.

Write to the Ballymore Company, West Chester 24, Pa., for the new 20-page catalog. Describes complete line of Ballymore equipment for above-floor working safety.

MANY MODELS TO CHOOSE FROM

STEEL OR ALUMINUM



Three-step, "A" type



Seven-step, Handrails



BALLYMORE "Hi-boy" SAFETY-STEP LADDERS with BALLYLOCK

Step on the pedal, two legs and non-swiveling rear casters hold ladder firmly in place while in use. Release pedal, ladder rolls easily to location of next job.



Eight-step, work levels up to twelve feet.

REVOLUTIONARY PYRAMID DESIGN GIVES ADDED SAFETY

PYRAMIDED FOR SAFETY

CHOICE OF WIDTHS
20" or 30" at bottom

CHOICE OF HEIGHTS
One to seven steps, steel. One to five steps, aluminum.

TOP PRODUCTION WITH SAFE, CONVENIENT WORK PLATFORMS AND HYDRAULIC LIFTS



Fixed and adjustable-level work platforms and mobile access lifts available in many sizes. Special platforms and lifts designed to fulfill specific requirements.

BALLYMORE EQUIPMENT FOR ABOVE-FLOOR WORKING SAFETY



Circle No. 22 on Card Facing Page 51
92

'See Here, Mr. Light . . .'

(Continued from Page 60)

disagreement with Mr. Light is in his recommendation that government subsidize railroads, as it does most other forms of transportation. I prefer to believe that a better approach to this segment of the transportation problem is to eliminate all transportation subsidies.

"Only the United States has a completely privately-owned system of railroads. Let's keep it that way and work out our problems through the help of public understanding. The tide in transportation has been running to socialistic ends, but we can and I earnestly hope we will, reverse that tide by a renewal of genuine devotion to privately-owned transportation as the truly best buy."

Faulty Diagnosis

Daniel P. Loomis, president of the Association of American Railroads, also agrees that the prob-

lem is a "real one," but he calls Mr. Light's diagnosis faulty. Mr. Loomis said:

"While I cannot agree with Mr. Light's diagnosis as to the causes of the situation in transportation, or with all the remedies which he proposes. I am glad to see that he feels that the troubles of the railroads are very real, and that the railroads are necessary and invaluable as part of the total transportation system which he has in mind.

"Mr. Light's article, I notice, is a chapter from a forthcoming book in which perhaps he will make clearer just what is meant by the term "total transportation" which seems to be the basis of his prescription for the transportation ills of the country."

Best Means Available

D. J. Russell, president of the Southern Pacific, said that his views on the subject were best expressed in his recent testimony before the Smathers Committee. At that time Mr. Russell said:

"We cannot have a vigorous railroad industry if its members are not allowed to adapt operations to performance of the transportation function by the best means available."

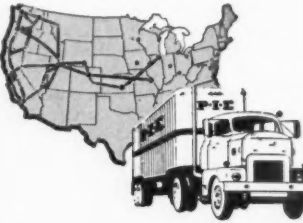
The Southern Pacific president suggested elimination of "shackles now imposed by law" on the various types of carriers which keep them from diversifying services.

Commenting that he was not proposing special advantages for the railroads, but only equal opportunity for all transportation agencies to enter a new field under the same conditions as others do, Mr. Russell said the ultimate test was the public interest.

"It is hard to conceive," he said, how the shipper (and traveler) would be disadvantaged if they "could obtain the services of transportation companies able to furnish a full line of service, or deal with specialized carriers of one form as they prefer." •

(Resume Reading on Page 61)

Shippers Agree... It's P-I-E!



P-I-E

PACIFIC INTERMOUNTAIN EXPRESS

TERMINALS AND OFFICES
IN PRINCIPAL CITIES

GENERAL OFFICES: P-I-E BUILDING
14th AND CLAY STREETS
P. O. BOX 958 OAKLAND 4, CALIF.

DISTRIBUTION AGE

... Railroad SOS

(Continued from Page 61)

tive program will not establish the conditions of equality of treatment and opportunity which the railroads seek, it is nevertheless a definitely helpful step in that direction."

Truck Reaction

The trucking industry, on the other hand, found nothing but fault with the program. The American Trucking Associations lashed out at the proposal to change the rate-making rules.

Guy W. Rutland, ATA president, said, "We oppose the Smathers Report and any other attempt to rewrite the rules of rate making in such a fashion as to destroy hire motor transport."

The ATA also took "sharp and emphatic" exception to that part of the Committee report "which improperly included highways among facilities for the use of which the railroads' competitors pay little or nothing."

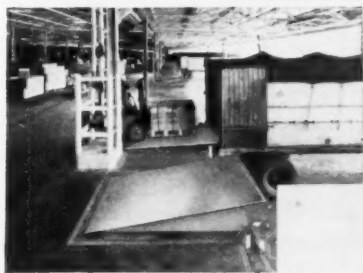
The ATA Executive Committee said that the facts are that taxes on motor vehicles are the sole source of government funds to pay for its multi-billion dollar highway program; and that trucks alone will pay special taxes equal to 40 per cent of the costs.

Water Objections

The nation's barge lines, through the Inland Waterway Common Carrier Association, approves seven of eight of the Committee recommendations. However, they find themselves in complete disagreement with the suggested rate-making changes. A. M. Thompson, Association president, said that the move would permit the rails to cut rates below cost, kill off competition, then raise rates excessively. He claimed that inland waterway transportation could be killed off by a rate war of extermination waged by the railroads. •

(Resume Reading on Page 67)

Your MATERIALS HANDLING SYSTEM is COMPLETE with...



ALL NEW

HI-LO

Automatic DOCKBOARDS

COMPLETELY AUTOMATIC

The truck supplies the power . . . no dock attendant needed, no buttons, valves, or controls.

FULLY AUTOMATIC DOCKBOARDS

FIRST COST IS LAST COST

Simple counterweight system . . . no air, electric, or hydraulic power . . . built to outlive the dock.

RECESSED AND PACKAGED MODELS

In lengths to solve all loading problems . . . for new or existing docks.

Send for Bulletins and Factual Information TODAY!

KELLEY COMPANY, INC.

2121 W. Mill Road • Milwaukee 9, Wis.

48 HI-LO Automatic Dockboards at Ford Motor Co. Pool Car Terminal, Detroit, Michigan.

Circle No. 23 on Card, Facing Page 51, for more information



Cuts Cargo Damage On Everything



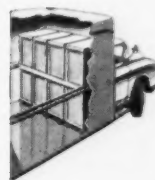
from Bakery Trucks

Ralphs Grocery Co. needed extra heavy-duty equipment to secure stacks of loaded bread trays in transit. General Logistics recommended its aluminum aircraft track and aircraft cargo ring fittings with strength up to 5000 lbs.



To Satellite Tracking Camera

To move the earth satellite tracking camera 816 miles, Bekins Van Lines Company secured all parts with heavy-duty (up to 3500 lbs.) Tension-Locking WEBLOCK Strap Assemblies that tighten with a pull . . . release with fingertip pressure.



General Logistics Truck Cargo Control System is simple, versatile. Steel or aluminum notched track is installed inside truck or trailer. TRACKLOCK end fittings attach WEBLOCK Strap Assemblies . . . spring-loaded end fittings attach steel shoring bars . . . quickly, easily.

WEBLOCK and TRACKLOCK are Aeroquip Trademarks

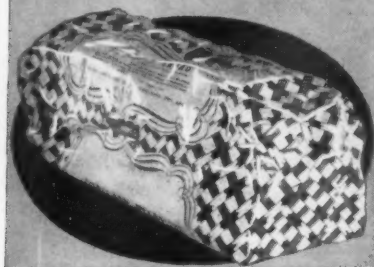
General LOGISTICS
A DIVISION OF Aeroquip CORPORATION

P. O. Box 1071-M, Pasadena, Calif. DA-6
Please send information on Aeroquip Cargo Control System.

NAME _____
TITLE _____
COMPANY _____
ADDRESS _____
CITY _____ STATE _____

Circle No. 24 on Card Facing Page 51

Does your
PRODUCT
look like this
when it reaches
the Customer



It should look like
this ! . . .



and can
with Midwest's
NESTAWAY
SYSTEM

No other handling system protects bakery products like the Nestaway System. When you use Nestaway, your products reach the customer just as they left the wrapper - never rehandled. The result - greater product appeal and greater sales for you! Nestaway is fully covered by U.S. and Canadian patents.

Write today for **FREE Brochure**



Circle No. 25 on Card Facing Page 51

Equipment Selection . . .

(Continued from Page 36)

Charts such as those shown here must be used thoughtfully. They do not solve automatically a given handling problem. Correct interpretation of the charts depends on the user's knowledge of the physical characteristics of the materials to be handled. The user also must establish the operation's controlling factor — economics, speed, space, etc.

Once these things are established, the charts can be put to good use. This is particularly true in selecting handling equipment for carrier operations.

A check list is insurance against overlooking a particular type of equipment. By running down the list and checking all possible machines, the user quickly determines which should be eliminated and which should be given further attention.

The problem of equipment se-

lection is especially difficult where several kinds and sizes of product are handled. Of course, this situation is common in the transportation field, and it is in this area that an equipment check list is particularly valuable.

It should not be assumed that the charts are useful only in setting up new procedures. Conditions change from time to time.

It may be that a present setup is not providing the desired results. In such situations, a check list may suggest new equipment which will improve the situation. In some plants, loading and unloading operations must be coordinated with other activities where handling equipment already is in use. A chart will show at a glance whether or not this same equipment can be utilized in both activities.

Where large volumes of bulk raw materials are handled in and out of carriers, highly specialized systems usually are employed. In contrast, there are only a limited number of devices which have been developed specifically for moving products in and out of trucks and cars. Consequently, the one who has to pick equipment for this purpose is faced with the problem of selecting the right machine from a considerable list of possibilities.

It is the purpose of these charts to help the reader in considering such possibilities. •

(Resume Reading on Page 37)

Towing Tractors for Jets



American Airlines, Inc., has placed an order for 15 towing tractors designed for ground handling of jets. The order was placed with The Frank G. Hough Co. The T-300s have four-wheel drive, develop drawbar pull of 30,000 lb, and weigh about 22 tons



Literature from the Advertisements

Listed below are brief descriptions of catalogs, brochures, booklets and other literature offered by advertisers in this issue of DISTRIBUTION AGE. To get your copies of the items offered, simply circle the appropriate number on the Reader Service Card, facing Page 51.

Before You Move

Planning personnel shifts? Allied Van offers a booklet filled with valuable tips. Circle 30.

Power-Operated Lift Gates

If your heavy deliveries require "kid glove" handling, ask for Anthony's new brochure on powered lift gates. Circle 18.

Drive Down Handling Costs

Automatic Transportation has a series of case histories on use of electric fork trucks. Circle 27.

Above Floor Working Safety

Ballymore has issued a 20-page brochure on its pyramid-design safety step ladders. Circle 22.

Pre-Engineered Buildings

Need a new warehouse? Investigate Butler's pre-engineered, steel frame structures. Circle 20.

Extra Pull in Electric Trains

C&D Batteries' Bulletin IT-524 tells how you can get extra power from your electric industrial trucks. Circle 11.

Stack 30% Higher

Now you can stack 30 per cent higher and still move fork truck in and out of boxcars with Clark Triple Stage Upright. Circle 31.

Non-Stop Motor Freight

Consolidated's new non-stop service between the West and Midwest is called Daysaver. Ask for Transi-Timer schedules. Circle 32.

Jet Propelled Freight Service

Every Continental Airlines flight carries air freight, so their passenger schedule is their freight schedule too. Circle 33.

Distribution Service

J. Leo Coe Warehouse offers individual solutions to your warehousing, transportation, and distribution problems. Circle 34.

Double Life, One-Third Cost

The Cargo Scout, a new 2,000 to 4,000-lb dock truck, is described in an Elwell-Parker bulletin. Circle 14.

More Work, Longer Life

Exide makes this claim for its new Ironclad Batteries for electric industrial trucks. Circle 12.

Mechanical Cargo Control

General Logistics claims it can cut cargo damage on all commodities—from baked goods to satellite tracking cameras. Circle 24.

Longer Industrial Tire Life

If you feel you're spending too much on tire replacement, take advantage of B. F. Goodrich's free tire and wheel analysis. Circle 13.

Human Side of Moving

Greyvan Lines has made a continuing study of "the human side of personnel moving." Circle 35.

Automatic Dockboards

Running into a bottleneck on your loading dock, Kelley Co. offers information on its fully automatic dockboards. Circle 23.

Lift Truck Comparison

Lamson Mobilift has prepared a lift truck Comparison Chart to help select trucks for specific uses. Circle 19.

In-the-Floor Plan

Low-cost, orderly warehousing and freight handling are promised by the Link-Belt in-floor Trukveyor. Circle 2.

Loading Dock Aids

A general catalog by Magcoa describes its line of dockboards, ramps, bridges, extensions, etc. Circle 16.

Engineered Handling

Material Handling Div., Midwest Metallic Products, has a new brochure on its containers for shipping and handling. Circle 25.

Appliance Handling

Morrell's MorLift Majik-Loader is a completely new type industrial truck for loading and unloading boxcars. Circle 9.

Private Carriage

National Truck Leasing offers details on its plan to lease highway equipment. Circle 36.

Small Truck Power

Ready-Power's Bantam Model W power unit is interchangeable, provides gas-electric power for trucks up to 2,000 lb. Circle 15.

Powered and Hand Walkies

A new Truck Index published by Revolver gives data on its line of electric walkies and hand lift trucks. Circle 26.

Drive-Through Racks

Twice the storage from the same space is the claim of Sturdi-Bilt for its new "Drive-Thru-Sturdi-Rak." Circle 21.

One-Man Gang Handling

Towmotor's Pace-Maker fork trucks, with maximum free lift, are described in Booklet SP-23. Circle 4.

Barge Shipping

Bulletin 1801 by Union Barge Line tells the shipper how he can save money by using our inland waterway system. Circle 37.

Ship via Air

In its new Air Freight booklet, United Air Lines explains how air freight can be used to expedite shipments and save money. Circle 38.



For shipping fruits



or boots



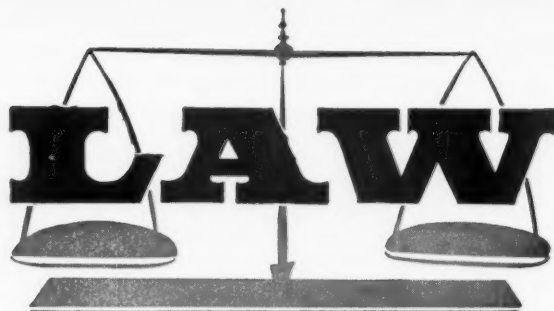
or parachutes

**The better way
is Santa Fe**

Chicago, Arizona, California! Chicago . . . Texas!
ONE railroad all the way!
Call the nearest Santa Fe
Traffic Office and have the
longest railroad in the
United States go to work
for you.



Within the



By Leo T. Parker Legal Consultant, Distribution Age

WAREHOUSING

Recently the higher courts rendered two unusual and especially important decisions pertaining to warehouse law.

If warehouseman cannot explain non-delivery of merchandise is he liable for conversion?

In one of these cases the higher court held, first, that failure of a warehouseman to explain non-delivery of stored merchandise to the owner results in the warehouseman being liable for conversion; second, a clause in the warehouse receipt limiting the warehouseman's liability for loss, destruction, damage and spoilage of stored merchandise is automatically rendered void.

For illustration, in *K— v. C— Fireproof Storage Warehouse Co.*, 163 N.Y.S. (2d) 705, the testimony showed facts, as follows:

One K— delivered certain valuable merchandise to a warehouse company for storage. Sometime later K— called at the warehouse and asked for delivery of his merchandise. An official of the warehouse company stated that the merchandise could not be delivered to K—. This official made no further explanation except that the merchandise could not be located in the warehouse. Then K— demanded that the warehouse company pay him the full value of the missing merchandise.

The warehouse company's official directed K—'s attention to a clause in the warehouse receipt which limited the warehouse company's liability for missing stored merchandise to a relatively small amount of the actual value of the missing stored merchandise.

K— sued the warehouse company for full value of the stored merchandise.

The higher court held in favor of K— and explained that where a warehouseman fails to explain the cause of stored goods being missing, lost or destroyed, a limitation clause in the warehouse receipt is rendered

void; the warehouseman is liable for conversion; and he must pay the bailor the full value of the stored goods.

If a warehouseman cannot deliver goods because they were stolen, is he liable?

Considerable discussion has arisen from time to time over the legal question: "If a warehouseman accounts for his failure to deliver stored merchandise to the owner by proving that the goods were stolen, when is the warehouseman liable? Recently a higher court answered this question and, also, held that under these circumstances the burden is on the owner of the goods to prove that the theft resulted from the warehouseman's negligence. If the owner of the goods fails to prove the warehouseman's negligence, the warehouseman is not liable.

For example, in *J— v. A—*, 164 N.Y.S. (2d) 330, testimony showed

that a bailor owner of merchandise delivered same to a bailee, as a warehouseman, for storage. The merchandise was stolen while in custody of the bailee. When the bailor called to take delivery of his merchandise, the bailee explained that he could not make the delivery because the goods had been stolen.

An interesting phase of this litigation is that in the ensuing law suit the bailee proved that the bailor had failed to keep the place of storage securely locked. The bailee argued that the warehouseman was liable for full value of the stolen merchandise because of his negligent failure to lock the place of storage.

It is interesting to observe that the higher court refused to hold the bailor liable for theft of the goods, explaining that the thieves may have broken or manipulated the locks and stolen the merchandise irrespective of the bailor's failure to lock up the merchandise.

To avoid liability must the warehouseman employ a night watchman?

It is well settled law that a bailee warehouseman who operates a relatively small warehouse is not expected by law to supply a night watchman. However, all warehousemen who own and operate relatively large warehouses should furnish competent night watchmen, otherwise the courts will hold that such warehouseman failed to exercise an "ordinary" degree of care to safeguard the stored merchandise. This results in the warehousemen being liable for losses.

The determination or decision whether or not a warehouse is sufficiently large to lawfully require the services of a night watchman depends upon the testimony introduced proving the "necessity" of a watchman. In other words, a warehouseman is expected to use that degree of care to safeguard stored merchandise which, under the identical circumstances, would be used by persons with average prudence to protect their own

Containerization



A new development in inter-plant shipping has undergone successful testing in Michigan by Clark Equipment Co. Clark is using demountable, interchangeable cargo containers to ship sheet metal components and sub-assemblies the 90 miles between its plants at Buchanan and Battle Creek. The system enables one flat-bed truck to do the work of two tractor and semi-trailer units. Loaded containers are placed on the truck by large capacity fork trucks at the shipping point and removed by fork truck at the destination. An automatic locking device which eliminates manhours spent in tie-down secures the containers during travel

merchandise, or by other experienced and reasonably careful warehousemen.

For illustration, in *P— Warehouse v. B—*, 95 S. W. (2d) 185, testimony showed facts, as follows:

A warehouseman did not employ a night watchman, and permitted the warehouse to remain unlocked so that during the nighttime certain patrons who desired to take merchandise might do so.

The warehouse burned and the owners of the destroyed merchandise sued the warehouseman for damages. Although it appeared that only a few persons knew that the warehouse was left unlocked, the higher court promptly held the warehouseman fully liable.

Is warehouseman liable if merchandise is returned to unauthorized owner?

In *McC— v. C— Moving and Storage Co.*, 301 S. W. (2d) 851, the testimony showed facts as follows:

A man named McC— deposited 25 television sets in a warehouse, receiving a warehouse receipt therefor. A few days later V— & Co., through its attorneys, wrote a letter to the warehouseman claiming the property and the right to immediate possession. At this time McC— explained to the warehouseman that he was holding the sets as security for a lien for hauling charges due him. The warehouseman released the sets to V— and Co. upon payment by V— of the storage charges. At no time did McC— authorize the warehouseman to deliver possession of the sets to any third person, although in subsequent litigation the warehouseman's employee testified that McC— admitted to him that V— and Co. was the lawful owner of the sets.

Notwithstanding considerable, contradictory and confusing testimony the higher court held that as McC— held the warehouse receipt, the warehouseman was liable to McC— for conversion and value of the sets. In this respect, the higher court quoted:

"A public warehouseman who delivers goods deposited with him to one who is not in fact lawfully entitled to the possession of them is liable as for conversion to all having a right of property or possession in the goods."

In other words, although McC—'s sole and only interest in the sets was money due him for transporting them, the warehouseman was held liable for conversion for delivering the sets to V— and Co. The court further said:

"Plaintiff (McC—), the admitted holder of a warehouse receipt, made a prima facie case. The burden was on defendant (warehouseman) to show that V— & Co. had a right to possession superior to that of plaintiff (McC—). Defendant failed

to sustain that burden. No evidence was introduced that showed V— & Co. owned the goods other than a purported admission by plaintiff (McC—) in a telephone conversation that the sets actually belonged to V—. Whether plaintiff (McC—) made the admission is a matter of credibility which we determine against defendant (warehouseman)."

This court went on to explain that McC— was entitled to possession of the sets, although his lien for transportation charges was based upon a void and invalid contract, because McC— had no interstate certificate of convenience and necessity or permit to operate as a common carrier. In this respect the court said:

"Plaintiff's right to possession of the goods stored did not depend upon the contract of hauling. The legality or illegality of the hauling contract is immaterial. On whatever theory the court below tried the case the result reached was proper."

TRANSPORTATION

Is a common carrier contract void which attempts to avoid liability for employee negligence?

I receive letters from officials of transportation companies asking whether or not a contract is valid and enforceable by which a common carrier attempts to relieve itself from liability for negligence of its employees for injuries to persons and property. Recently I located a higher court decision which answers this question.

Generally speaking, a contract by a common carrier is void by which it attempts to avoid liability for negligence of its employees. However, a leading higher court held that this

rule of law is applicable only to transportation of merchandise, equipment and passengers.

For illustration, in *F— v. C— and O. Ry. Co.*, 140 Fed. Rep. 898, it was shown that a warehouseman leased a warehouse from a railway company. The lease contract contained a clause which provided that the warehouseman would not hold the company liable for damages to goods, wares, merchandise, and buildings caused by fire from locomotives "or for damage arising from any other cause whatsoever."

One day employees of the railroad company, while engaged in removing old paint from wooden doors of the warehouse with a blowtorch, set the building afire. The fire destroyed stored goods. The warehouseman sued the railway company to recover damages. In view of the above mentioned clause in the lease contract, the higher court held the railway company not liable and said:

"A common carrier may contract against ordinary negligence on its part when not acting in the capacity of a common carrier."

Is printed statement on contract binding if contradictory to another portion of contract?

Recently a private carrier asked: "I am not a common carrier and I want to know if I can include in my statements, bills of lading, letterheads, etc., a clause that I can later enforce which relates to my liability. What is the law when a seller of merchandise or other employer tries to avoid responsibilities for guarantees and contracts made by his employees?"

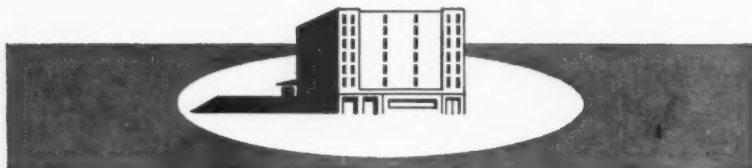
With the exception of clauses intended to relieve carriers for negligent loss or damage to transported merchandise the same law is applicable. (Please Turn to Page 108)

Army Tests New Robot Tractor

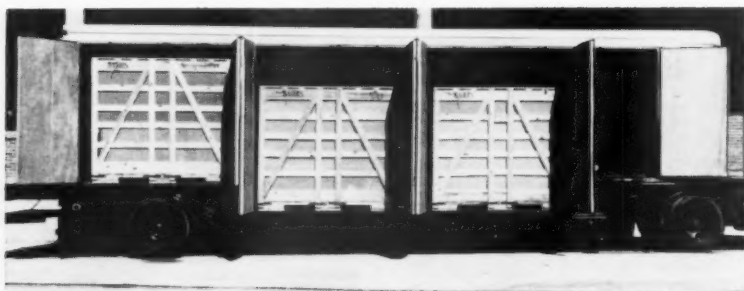


A robot tractor that can be operated anywhere within range of the radio by which it is controlled is undergoing tests at the U. S. Army Research and Development Laboratories, Fort Belvoir, Va., The Department of the Army has announced. The equipment is manufactured by LeTourneau-Westinghouse

Warehouse SPOTLIGHT



Van for HHG Containers



Harris Moving and Storage Co., Houston, Texas, has purchased a special Trailmobile drop frame furniture van to carry palletized containers of household goods. The containers, used as storage units since 1952, are loaded through three curbside doors. It also has full rear doors with 48-in. tailgate

Warehouse Briefs

The Pesco Products Div., Borg-Warner Corp., recently formed an Automatic Warehousing Branch. The new branch will design, develop, fabricate, and install reserve storage warehouse systems featuring semi-automatic or fully automatic operation.

The first International Convention of North American Van Lines European agents was held recently in Spa, Belgium.

Southern Bonded Refrigerated Warehouse, at Raleigh, N. C., recently placed in operation 160,000 cu ft of additional sub-zero storage. Five more units are planned.

Fuchs Transfer Co., Inc., has formed a new division to handle consolidations for points outside of Baltimore. The new organization is known as The Baltimore Consolidation Co.

Three warehouses joined Allied Van Lines recently. They are E. F. Daley,

Inc., of Buffalo, N. Y.; Red Line Transfer and Storage Co.; Pine Bluff, Ark.; and James N. Shelly, of Pottstown, Pa.

Ward Trucking Corp. has just opened "twin terminals" at North Bergen, N. J., to serve the New York metropolitan area.

Service Transfer, Inc., of Wichita, Kan., has recently moved to a new warehouse at 3201 N. Mead St. The 16,000 sq ft building has a four-car siding on the Santa Fe and dock space for 12 trucks.

Kasten Warehouses, Inc., has moved its terminal from Jersey City to 4711 Dell Ave., North Bergen, N. J.

The Local Cartage National Conference will hold its Annual Convention June 2-5 at the Claridge Hotel, Atlantic City, N. J.

U. S. Van Lines recently opened a District Office in Reno, Nev. The office is at 440 Valley Rd.

Californians Elect Nevil; Burns Speaks on Ethics

James Nevil, of Nevil Storage Co., San Francisco, was elected president of the California Moving and Storage Association at the 40th Anniversary Convention in Palm Springs.

Other officers are: Ralph Rolapp, Beverly Hills Transfer, vice president, and Clair Coe, Sierra Moving Service, Los Angeles, secretary-treasurer.

Among the speakers was William J. Burns, general manager, of the Movers Conference of America. Burns suggested that the industry is in need of a code of ethics, a set of minimum standards.

Other speakers were: Walter W. Belson, ATA; Virgil E. Freeman, MCA; Donald L. Harbaugh, Lee Rubber and Tire Corp.; Frank A. Payne, Lyon Van and Storage Co.; James D. Edgett, North American Van Lines; Don D. Heydlauff, Trans-Ocean Van Service; Daniel P. Bryant, NFWA; Donald R. Markham, NFWA; C. R. Leslie, Merchants and Manufacturers Association of Los Angeles; L. A. Larimore, United Van Lines; and John Sloan Smith, Aero Mayflower Transit Co.

—DA—

Van Line Receives Award



United Van Lines has received the Silver Anvil Award of the American Public Relations Assn. for its outstanding program in promoting transportation and travel. L. A. Larimore (right), executive vice-president and general manager of United, accepted the award from H. Walton Cloke, coordinator of public relations, Kaiser Industries, and chairman of the judges committee.

Warehousing Research Plan Approved; Studies Starts

"A Research Plan for the Warehouse Industry," the report completed recently by the Armour Research Foundation of Illinois Institute of Technology, has been approved by the National Moving and Storage Technical Foundation.

The NMSTF trustees, in approving the report, authorized the Institute to proceed with "An Operational Study of Moving," an investigation designed to develop improved utilization of moving men and equipment and improved control of moving expenses.

Other projects which the plan suggests for the first three to five years of research are "Research in Promotional Techniques," "New-Market Research," and "Analysis of Governmental Regulation."

The recently completed study analyzes the structure of the industry and the size and nature of firms which make up the industry. It then analyzes the industry's revenues, markets, costs, and profits. Particular attention is given to trends in each of these areas.

—DA—

Men in the Spotlight

Kenneth F. Ervin—promoted to traffic representative and head of the new Electronics Moving Div., Beverly Hills Transfer and Storage Co.

James E. Sanders—appointed general sales manager of Republic Van and Storage Co.

J. Leo Cooke—guest lecturer recently at the School of Marketing, Pace College, New York. Cooke is a former president of AWA and president of the J. Leo Cooke Warehouse Corp.

William J. Kleinknecht—named assistant to the first vice president of American District Telegraph Co. **C. D. Ott**—promoted to general superintendent, materials and manufacturing.

J. S. Graham—named president of Republic Moving of Long Beach, a subsidiary of Republic Van and Storage Co.

W. N. McKinney—elected president of the Dallas Sales Executives Club for one year. McKinney is president of Dallas Mayflower Warehouses.

Philip G. Kuehn—addressed the semi-annual meeting of the Wisconsin Warehousemen's Assn., recently at Lake Delavan. Kuehn is president of the National Assn. of Refrigerated Warehouses.

NARW to Survey Future of Its Industry



A research project to determine the future of public refrigerated warehouses has been undertaken for the National Assn. of Refrigerated Warehouses by the Midwest Research Institute. Participating in the recent contract signing were (seated, left to right) Philip G. Kuehn, NARW president; Charles Jackson, National Fisheries Institute; (standing l to r) Wallace Flint, National Assn. of Food Chains; Gerald Webster, National Assn. of Frozen Food Packers; and Watson Rogers, National Food Brokers Assn.

NARW Sponsors Research Project to Explore Future Long-Range Trends in Distribution of Perishables

The National Association of Refrigerated Warehouses recently inaugurated a program of extensive economic research into the future market position of the public refrigerated warehousing industry.

The program, it was announced, is being undertaken because of the impact which rapidly occurring changes in food production, marketing, and technology are having on the industry. NARW President Philip G. Kuehn, commenting on these developments, said, "The public refrigerated warehousing industry is right in the middle of this fast-changing food distribution economy. Customer requirements are changing in many cases, and alert refrigerated warehousemen are looking for ways to provide the services and facilities these changing conditions require."

The survey will explore the long-range affects of the marketing and distribution trends on the public refrigerated warehousing industry.

The research will be conducted by the Midwest Research Institute.

—DA—

New Warehouse Addition



Security Storage and Moving Service, of Columbus, Ga., recently has completed a new addition to its warehouse. Of brick, concrete, and steel construction, it adds 212,000 cu ft to the building.

Warehouse Directory

Listed below are the more than 300 public warehouses whose services are advertised in this issue of DISTRIBUTION AGE. The listing is alphabetical by city and state. Included are general merchandise warehouses, refrigerated warehouses, and household goods warehouses. Also listed are certain warehouse sales organizations.

Additional information on the services and facilities of particular warehouses shown in the listing can be obtained by turning to the advertisements on the following pages. The advertisements appear in the same geographical, alphabetical sequence as the listings below. Still more information can be had by writing directly to the warehouse.

ALABAMA

Birmingham
American Tfr. & Whse. Co., Inc.
Harris Warehouse Co.
Strickland Tfr. & Whse. Co.
Dothan
Security Bonded Whse.

ARIZONA

Phoenix
Lightning Mfg. & Whse.
Thunderbird Tfr. & Stge. Co.
Triple X Transfer, Inc.

ARKANSAS

Little Rock
Commercial Warehouse Co.
Terminal Warehouse Co.

CALIFORNIA

Long Beach
Signal Trucking Service Ltd.
Los Angeles
Bekins Warehousing Corp.
Overmyer Whse. Sales Co.
Pacific Coast Terminal Whse. Co.
Pacific Commercial Whse., Inc.
Signal Trucking Service Ltd.
Star Truck & Whse. Co.
Oakland
Howard Terminal
San Francisco
San Francisco Whse. Co.
Santa Barbara
Fields Freight, Inc.

COLORADO

Colorado Springs
Weicker Tfr. & Stge. Co.
Denver
Larsen Tfr. & Stge. Co.
North Denver Tfr. & Stge.
Weicker Tfr. & Stge. Co.
Pueblo
Burch Whse. & Tfr. Co., Inc.
Weicker Tfr. & Stge. Co.

CONNECTICUT

Hartford
George E. Dewey & Co.
Hartford Despatch & Whse. Co., Inc.
New Haven
Atlantic Bonded Whse. Corp.
Davis Storage Co.
Smedley Company

DELAWARE

Dover
Delmarva Whses., Inc.

DISTRICT OF COLUMBIA

Washington
Kane Warehouse Company
Terminal Stge. Co. of Wash.

FLORIDA

Jacksonville
Laney & Duke Stge. Whse. Co., Inc.
M & M Term'l. Whse. Company
Peninsular Whse. Company
Union Terminal Whse. Co.
Miami
Colonial Warehouse, Inc.
International Bonded Whse. Corp.
Santini Bros., Inc.

GEORGIA

Atlanta
American Bonded Whse.
Coweta Bonded Warehouse
Savannah
Savannah Bonded Whse. & Tfr. Co.

HAWAII

Honolulu
City Transfer Co., Ltd.
H C & D Mvg. & Stge.

ILLINOIS

Cairo
Cairo River & Rail Whses.
Hudson Warehouses
Chicago
Affiliated Whse. Companies
Allied Distribution, Inc.
American Chain of Whses., Inc.
Anchor Storage Co.
Associated Warehouses, Inc.
Crooks Terminal Whses., Inc.
Currier-Lee Whses., Inc.
Equipment Storage Corp.
Excel Bonded Warehouse
Griswold & Bateman Whse. Co.
Grove Storage Co., Inc.
Joyce Bros. Stge. & Van Co.
Lincoln Mayflower Whses.
Majestic Whses., Inc.
Midland Warehouses, Inc.
North Pier Terminal
Overmyer Whse. Sales Co.
Packers Term'l. & Whse. Corp.
Producers Warehouse Co.
Riverside Warehouse
Soo Terminal Whse.
Sykes Terminal Whse. Co.
Thomson Terminals, Inc.
Victor Stge. & Mvg.
Wakem & McLaughlin, Inc.
Western Warehousing Co.
East St. Louis
Columbia Terminals Co.
Mississippi Avenue Whse.
National City Public Whse.

JOLIET

Joliet Whse. & Tfr. Co.
Transit Whse. & Dist. Co.
Kankakee
Belt Route Whse. & Stge. Co.

PEKIN

Kriegsman Transfer Co.

PEORIA

United Facilities, Inc.

VANDALIA

Vandalia Whse. Corp.

WAUKEGAN

Victor Storage & Mov.

INDIANA

Elkhart
Schult General Warehouse
Evansville
Beeler Warehouse Corp.
Ingle Street Whse. Co.
Mead Johnson Terminal Corp.
Terminal Whse., Inc.
Fort Wayne
Fort Wayne Storage Co., Inc.
Mitchell Sales & Stge., Inc.
Pettit Whses., Inc.
Hammond
Illiana Storage Co., Inc.
Nowak Warehouses, Inc.

INDIANAPOLIS

Indiana Term'l & Refrig. Co.
Indianapolis Whse. & Stge. Co., Inc.
Merchandise Whse. Co., Inc.
Strohn Whse. & Cartage Co.
Tripp Warehouse Company
Muncie
Oren-Shirley Whses.

IOWA

Cedar Rapids
American Tfr. & Stge. Co.
Cedar Rapids Tfr. & Stge. Co.
Dubuque Stge. & Tfr. Co.

KANSAS

Kansas City
G-K Warehouses, Inc.
Transit Warehouses, Inc.
Wichita
Brokers Office & Whse. Co.
Merchants Van & Stge. Co.
Service Transfer, Inc.
United Warehouse Company
Yellow Van Moving & Stge. Co.

KENTUCKY

Louisville
Louisville Public Whse. Co.

LOUISIANA

New Orleans
H. G. Bauer Mvg. & Stge.
Commercial Term'l Whse., Inc.
Gulf Shipline Storage Corp.
Hayes Drayage & Storage, Inc.
Maloney T'king. & Storage, Inc.
Standard Warehouse Co., Inc.
Shreveport
Herrin Tfr. & Whse. Co., Inc.

MAINE

Bangor
Galt Block Warehouse Co.
McLaughlin Warehouse Co.

MARYLAND

Baltimore
Camden Warehouses
Davidson Transfer & Stge. Co.
Rowley Transportation

MASSACHUSETTS

Boston
Charles River Stores operated by Merchants Whse. Co.
Hoosac Storage & Whse. Co.
Kolso Warehouses, Inc.
National Dock & Stge. Whse. Co.
Wiggin Terminals, Inc.
Springfield
Pioneer Valley Refrig. Whse., Inc.
J. J. Sullivan the Mover, Inc.

MICHIGAN

Detroit
Central Detroit Whse. Co.
Detroit Harbor Term'ls, Inc.
Grand Trunk Whse. & C. S. Co.
Jefferson Terminal Whse.
Lake Shore Warehouse, Inc.
United States Cold Stge. Corp.
Saginaw
Central Warehouse Co.

MINNESOTA

Minneapolis
Minneapolis Terminal Whse. Co.
Security Warehouse Co.
St. Paul
Central Warehouse Co.
St. Paul Term'l Whse. Co.

MISSOURI

Joplin
Sundowner Tfr. & Stge. Co.
Kansas City
Central Storage Co.
Crooks Terminal Whses., Inc.
Evans Whse. Service
G-K Whses, Inc.
Jacobs Warehouse Co., Inc.
Kansas City Term'l Whse. Co.
Midwest Terminal Whse. Co.
St. Louis
Distributors Whse.
Keystone Warehousing Co.
S. N. Long Warehouse
Madison St. Term'l Whse. Corp.
Rutger St. Whse., Inc.
St. Louis Terminal Whse. Co.
Tyler Whse. & Cold Stge. Co.
Warehousing Corp. of Mo., Inc.
Springfield
General Warehouse Corp.

NEBRASKA

Lincoln
Sullivan Tfr. & Stge. Co.
Omaha
Ford Stge. & Mvg. Co.
Gordon Stge. Whses., Inc.
Knowles Stge. & Mvg. Co.
Omaha Central Whse. Co.

NEW HAMPSHIRE

Manchester
McLane & Taylor Corp.

NEW JERSEY

Camden
Camden Marine Terminals
Eavenson & Levering
Elizabeth
Lehigh Whse. & Transp'n Co.
Wheeling Transportation, Inc.
Jersey City
Cook Warehouse Corp.
Lackawanna Whse. Co., Inc.
Wheeling Transportation, Inc.
Newark
Federal Stge. Whses.
Lehigh Warehouse & Transp'n Co.
Port Newark
Wheeling Transportation, Inc.
Trenton
Anchor Warehouse Co.
Delaware Valley Whse. Co.

NEW YORK

Brooklyn
Empire State Whses. Co.
Buffalo
American Household Stge. Co.
Buffalo Merchandise Whses., Inc.
Keystone Warehouse Co.
Knowlton Warehouse, Inc.
Geo. Laub's Sons
Lederer Terminals
Wilson Warehouse, Inc.

Deer Park, L. I.
Pinter Warehouse, Inc.

Dunkirk
Tidewater-Cleveland Stge. Corp.

Kingston
John M. Rapp Van Lines, Inc.

Little Falls
Miller Warehousing Corp.

New York City
Affiliated Whse. Companies
Allied Distribution, Inc.
American Chlpn of Whseas., Inc.
Associated Warehouses, Inc.
Bowling Green Stge. & Van Co.
Chelsea Fireproof Stge. Whseas.
Overmyer Whse. Sales Co.
Santini Brothers, Inc.
Sofia Brothers, Inc.
West Side Warehouses, Inc.

Rochester
Geo. M. Clancy Carting Co., Inc.

Syracuse
Great Northern Whseas., Inc.
King Storage Whse., Inc.
Midstate Whsing. Corp.

White Plains
J. H. Evans & Sons, Inc.

NORTH CAROLINA
Charlotte
American Stge. & Whse. Co., Inc.
Dixie Cartage & Whsing. Co.
Union Whse. Co., Inc.

Raleigh
Carolina Stge. & Dist. Co.
Raleigh Bonded Whse., Inc.

NORTH DAKOTA
Fargo
Union Storage & Tfr. Co.

OHIO
Akron
Cotter Merchandise Stge. Co.

Canton
Canton Storage, Inc.

Cincinnati
Cincinnati Term. Whseas., Inc.

Cleveland
Conaty Warehouse Co.
Lederer Terminals
National Terminals Corp.
Otis Terminal Whse.
Railway Warehouses

Columbus
Columbus Term. Whse. Co.
Merchandise Whse. Co.
Neilston Storage Co.
Ohio Warehouses, Inc.

Dayton
Dayton Warehouses, Inc.
Lewis & Michael, Inc.
Union Storage Co.

Toledo
Edgar's Warehouses
Great Lakes Term. Whse. Co.
Merchants & Mfrs. Whse. Co.
Toledo Terminal Whse., Inc.

Youngstown
Lederer Terminals

OKLAHOMA
Oklahoma City
General Warehouse Corp.
O. K. Tfr. & Stge. Co.

Tulsa
General Warehouse Corp.

OREGON
Portland
Holman Transfer Co.
Lyon Van & Stge. Co.
Oregon Transfer Co.
Rapid Transfer & Stge. Co.
Rudie Wilhelm Whse. Co.

PENNSYLVANIA
Allentown
Hummel Warehouse Co., Inc.

Aitona
Ward Warehousing Corp.

Butler
Nicholas Tfr. & Stge. Co.

Erie
Erie Warehouse Co.
M. V. Irwin Moving & Stge.

Harrisburg
Harrisburg Storage Co.
Harrisburg Warehouse Div.,
Western Whsing. Co.

Lancaster
Lancaster Storage Co.

Philadelphia
Commercial Warehousing Co.
Gallagher's Whseas., Inc.
Mack Warehouse Corp.
Merchants Whse. Co.
Pennsylvania Whsing. & Safe Deposit Co.
Terminal Warehouse Co.

Pittsburgh
Beacon Warehouse, Inc.
Consolidated Stge. Co.
Shady Side Tfr. & Stge. Co., Inc.
White Terminal Co.

Scranton
Quackenbush Warehouse Co.

Williamsport
Williamsport Storage Co., Inc.

SOUTH CAROLINA
Charleston
Berkeley Storage Co.
Charleston Whse. & Fwdg. Corp.

Columbia
Carolina Bonded Stge. Co.

TENNESSEE
Chattanooga
Chattanooga Whse. & C.S. Co.

Memphis
Mayer Whse. & Term., Inc.
Midwest Terminal Whse. Co.
Poston Warehouses, Inc.
Vaiden Warehouse

Nashville
Bond. Chadwell Co.
Central Van & Stge. Co.

TEXAS
Amarillo
McKnight Whseas., Inc.

Dallas
Cliff Delivery Service
Dallas Transfer & Term. Whse. Co.

El Paso
El Paso Term. Whseas., Inc.
International Whse. Co.

Fort Worth
Binyon O'Keefe Stge. Co.
Fort Worth Whse. & Stge. Co., Inc.
Johnson Stge. & Van Co.
United States Cold Stge. Corp.

Houston
American Warehouses, Inc.
Houston Central Whse. & C.S. Co.
Houston Term. Whse. & C.S. Co.
Houston Warehouse Service, Inc.
Patrick Tfr. & Stge. Co.
P.C. Stge. & Tfr. Co., Inc.
Texas Service Whse. Co.
Union Transfer & Stge. Co.
Universal Term. Whse. Co.
Wald Term. Whse. Co., Inc.

UTAH
Salt Lake City
Central Warehouse

VIRGINIA
Norfolk
Security Storage & Van Co.
Southgate Storage Co., Inc.

WASHINGTON
Seattle
King Van Lines
National Transfer, Inc.
Seattle Transfer Co.
Taylor-Edwards Whse. & Tfr. Co., Inc.

Spokane
Taylor-Edwards Whse. & Tfr. Co., Inc.

WISCONSIN
Green Bay
Green Bay Whseas., Inc.
Leicht Tfr. & Stge. Co.

Madison
Hansen Stge. of Madison, Inc.

Milwaukee
American Warehouse Co.
Hansen Storage Co.
National Warehouse Corp.
Terminal Storage Co.

CANADA
Toronto, Ont.
Howell Warehouses Ltd.
Terminal Warehouses Ltd.
Toronto Storage Co. Ltd.

Montreal, Que.
St. Lawrence Warehouse, Inc.

BIRMINGHAM, ALA.

Established 1913



American Transfer & Warehouse Co., Inc.

831 N. 19th Street Birmingham 2, Ala.
Merchandise and Household Goods
Warehouse, Concrete and Steel Construction—
150,000 sq. ft.—sprinklered. ADT Alarm. Private
siding. Frisco railroad. Pool Car Distribution
and heavy machinery hauling. 50 Trucks of
All Types.



BIRMINGHAM, ALA.

1880—Seventy-eight Years of Service—1958

HARRIS WAREHOUSE CO.

• 8 South 13th St., Birmingham •

Merchandise and Household Goods

• STORAGE • CARTAGE • DISTRIBUTION • FORWARDING

Pool Cars Handled

Member of A.C.W.—A.W.A.—N.F.W.A. Agents for Allied Van Lines, Inc.

BIRMINGHAM, ALA.

STRICKLAND TRANSFER AND WAREHOUSE CO.

A Subsidiary Of
WADE WOOD COMPANY



112 South 14th St., Birmingham

General Merchandise Storage and Distribution
Pool Car Service a Specialty—Motor Truck Service
Centrally Located—Free Switching from All R.R.s

BOTHAN, ALA.

SECURITY BONDED WAREHOUSE

500-501 East Commerce Street
POOL CAR DISTRIBUTION

SERVING
S.E. Alabama
S.W. Georgia
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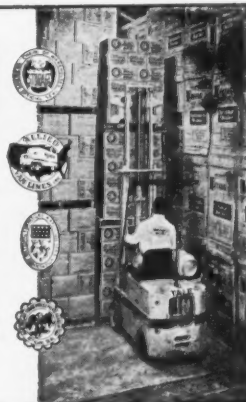
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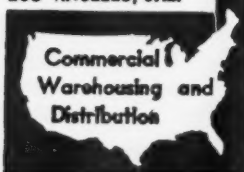
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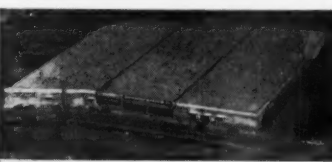
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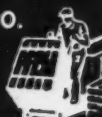
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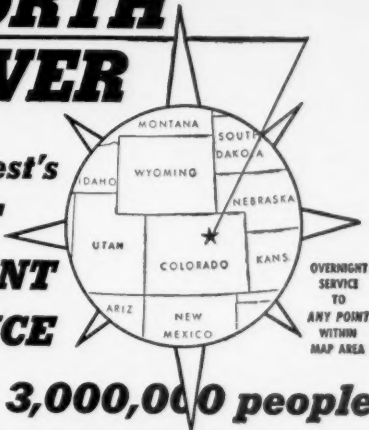
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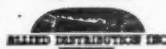
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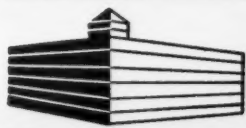
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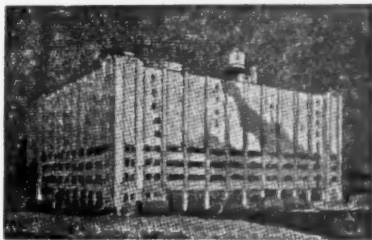
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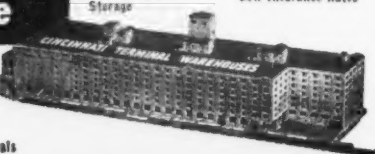
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Complete Storage and Distribution Service
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52 Vanderbilt Ave. City and Suburban 549 W. Randolph St.
Murray Hill 9-7645 Randolph 6-4457

Washington D A . . .

(Continued from Page 21)

TO BUY RAIL STOCK—New ICC approval will permit a New York group to buy control of a 96-mile-long Vermont railroad. The agency authorizes officers of H. E. Salzberg & Co., Inc., to buy stock of the St. Johnsbury & Lamoille County R.R. A Maine Central R. R. Co. application to take control of the St. Johnsbury is dismissed. But the Maine Central is to have an option to buy St. Johnsbury stock, if Salzberg later abandons the line.

SIZE UP 1957 SALES—Transportation equipment producers finished strong, financially, in 1957. This industry group boosted its sales by several percentage points from the third to the fourth quarter, Federal Trade Commission figures show. Equipment makers had sales of \$42.5 billion and profits after taxes of more than \$1.9 billion for the full year. In 1956, the comparative figures were \$37.8 billion and \$1.7 billion.

AIR TRAFFIC HEAVIER—Traffic moving by air continues its record growth. Civil Aeronautics Administration counts 25.1 million takeoffs and landings in 1957 at airports having CAA control towers. In 1956, the number was 22 million. Busiest of the airports last year was Chicago (Midway), with 408,059 takeoffs and landings.

CLARIFY PACKING PAY—Federal overtime pay rules for fresh fruit and vegetable packing have been clarified by U. S. Labor Dept. The agency directs that a seasonal exemption cover assembly and packing at packing houses and shipping sheds. It does not apply to essentially distributive activities, such as wholesaling, repacking, and in-transit handling. This exemption is for 14 weeks a year, with limits placed on hours worked.

LIST AIRPORT FUNDS—Big strides are forecast in readying U. S. civil airports for greater activity, including jet flights. Improvements costing \$63.5 million in federal money are on the government books for the year starting July 1. (Resume Reading on Page 22)

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400,000 Square feet of well-planned storage space
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400 Trucks, tractors and trailers

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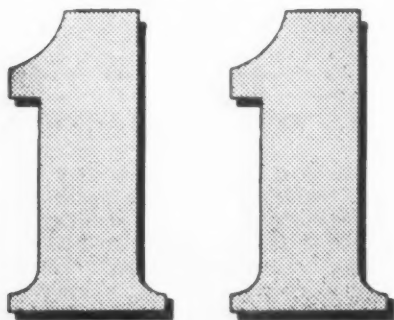


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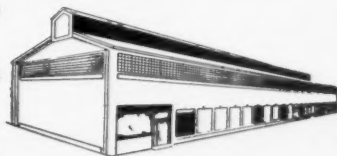
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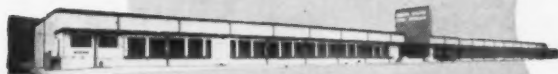
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... Law

(Continued from Page 97)

ble to both private and common carriers. In other words, the higher courts consistently hold that a printed statement or notice on a contract, receipt, bill head, bill of lading, order form, or letter head is not binding if the printed statement is contradictory to another portion of the contract. Moreover, it has been held that a notification printed in small or inconspicuous type, is not effective unless it is referred to in the body of the contract, or specifically directed to the attention of the other contracting party.

Also, it is important to know that the same law applies alike to contracts by correspondence and various other kinds of written agreements. This is true because a valid contract may be completed by a series of letters or telegrams passing between two or more persons.

An illustration of the established law, with respect to the validity of printed notifications on letter heads, is supplied by the leading case of *L— v. C—*, 108 So. 414. Here it was disclosed that an employer wrote a customer a letter acknowledging certain assumed obligations. Printed in small type at the bottom of the letter was the following notification:

"It is understood that there are no conditions, representations, or warranties, verbal or otherwise not included in this contract, and that . . . no agent or representative has authority to modify the terms of this contract."

Legal controversy developed when the employer was asked to fulfill the verbal promises made to the customer by the employee. In the ensuing litigation the employer contended that the printed notification protected him against unauthorized promises made by his employee. However, the court held the notification ineffective, saying:

"The paragraph, in the letter declaring that there were no conditions, representations, or warranties, verbal or otherwise, was printed in very small type, and was not likely to be read When a written stipulation in a contract made on a printed form conflicts with a general printed stipulation, the written stipulation, having been made subsequent to and with more particularity than the printed stipulation, must prevail over it."

For comparison, see *C— v. McA— v. I—N. J—*, 155 N. E. 526. Here it was shown that in a series of letters and telegrams a buyer agreed to purchase a quantity of merchandise. In the confirmation of the contract, or acceptance of the order, sent to the buyer by the seller, a dispensation clause appeared, as follows:

"The seller shall not be responsible for failure to ship according to the terms and conditions of this contract, where such failure is caused by any fires, strikes, labor difficulties, failure of carriers to furnish facilities or acts of carriers"

This contract, also, contained the following clause:

"If this contract is not in accordance with your understanding, we must be advised immediately. Failure to do so is understood as acceptance."

Both of the above clauses were

printed in *large type* and located so that the buyer must have observed them by the application of ordinary care when reading the letter.

Soon afterward the seller's plant burned and it was unable to fulfill the contract. The buyer sued to recover damages on the grounds that he was not bound by the terms of the printed notification. However, it is interesting to observe that the court held the purchaser not entitled to a recovery, stating its reasons in the following language:

"The 'dispensation clause' must therefore be interpreted in the light of these conditions, and so interpreted it must be held that, in the event of a fire . . . the seller was thereby relieved from its contract Where it appears that the seller is a manufacturer and the contract of sale contains a dispensation clause excusing the seller from performances in cases of fires, strikes, etc., or any other casualty against which there is a dispensation, without his fault, will excuse further performance."

Obviously, a printed notification cannot be utilized to assist the user to avoid any established law.

For example, it is well established that a common carrier is liable as an insurer for the loss or damage to transported goods, except as the result of an act of God, an enemy of the United States, fault of the shipper, or the inherent quality of the goods. Therefore, a common carrier may not limit its legal liability by notices printed on bills of lading. The same is true with respect to notices by which common carriers endeavor to reduce their liability for an unreasonable delay in transporting goods as a result of strikes, etc.

(Resume Reading on Page 98)

and Firms are Arranged Alphabetically

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Heated—Unheated—Yard
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Complete local and over-the-road truck services
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Private Siding. Efficient Loading Facilities

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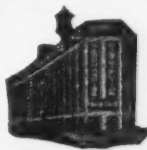
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EASIEST
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HOW ABOUT MAINTENANCE? SNAP THE LATCH AND LIFT OFF THE COVERS—YOU DON'T EVEN TAKE THE MOTOR OUT TO GET AT THE BRUSHES, AND THE DISK BRAKE HAS A SIMPLE SCREW ADJUSTMENT

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WANT TO PURCHASE—Public Merchandise Warehouse Operations in major cities. Send complete information. Write Box 237, DISTRIBUTION AGE, Chestnut & 56th Sts., Philadelphia 39, Pa.

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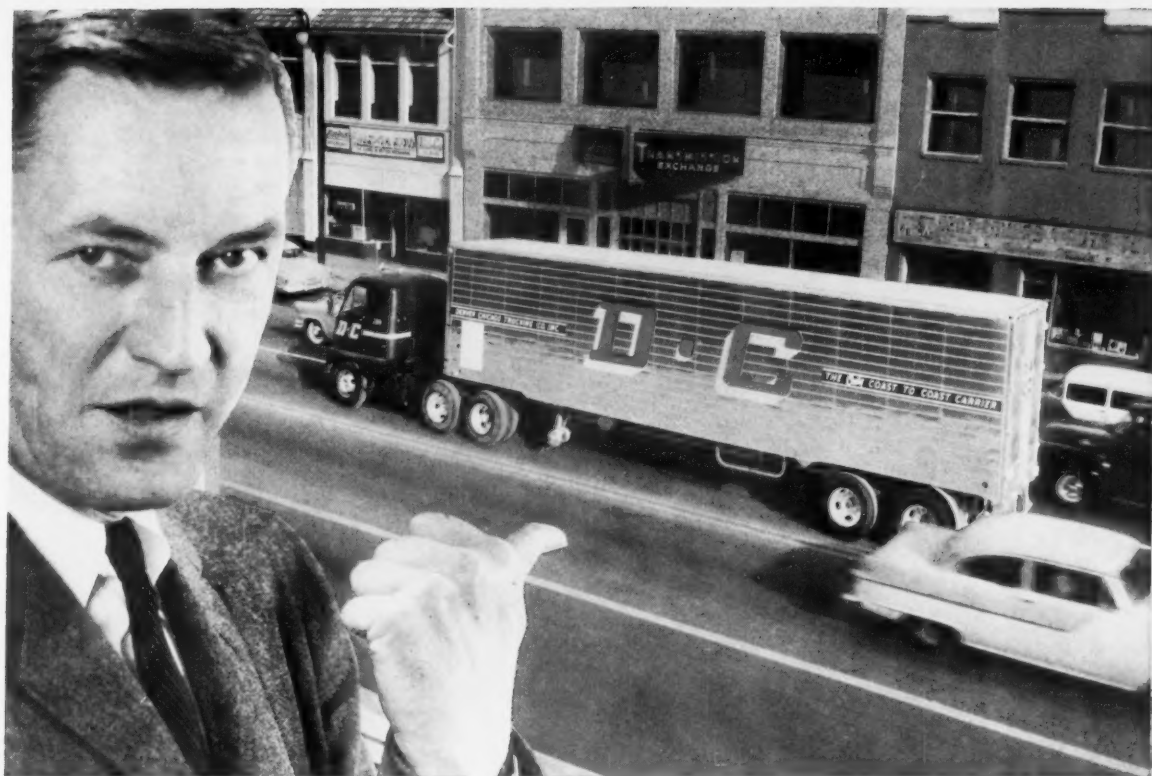
THREE 4,000 lb. capacity YALE Electric Trucks, Model KM-4L, complete with Edison Batteries. Good condition. Also THREE model 24C7 Edison Batteries. Like new. Write Box 238, DISTRIBUTION AGE, Chestnut & 56th Sts., Philadelphia 39, Pa.

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Traffic Managers Coast-to-Coast are saying:
"I Always Specify D-C Because..."

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Cleveland, Ohio....SH. 9-1666	(N. Bergen, N. J.)...UN. 3-0900
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Denver, Colorado....DU. 8-4567	Phoenix, Arizona....AL. 8-5321
Detroit, Michigan....VI. 3-9505	Pueblo, Colorado....LI. 3-4425
Evansville, Indiana....HA. 3-6487	St. Louis, Missouri....CH. 1-7830
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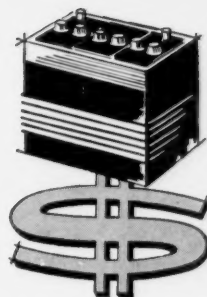
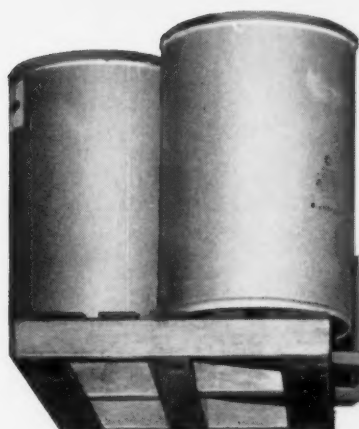
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 THE ONLY COAST-TO-COAST CARRIER



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less to operate*

We sponsor this series because modern materials handling is one way to beat fixed costs...and ease the squeeze on profits.



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Firm Name _____

Address _____

City & Zone _____ State _____

Circle No. 27 on Card, Facing Page 51, for more information